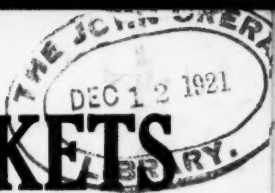


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VOL. IX

NEW YORK, DECEMBER 7, 1921

No. 23

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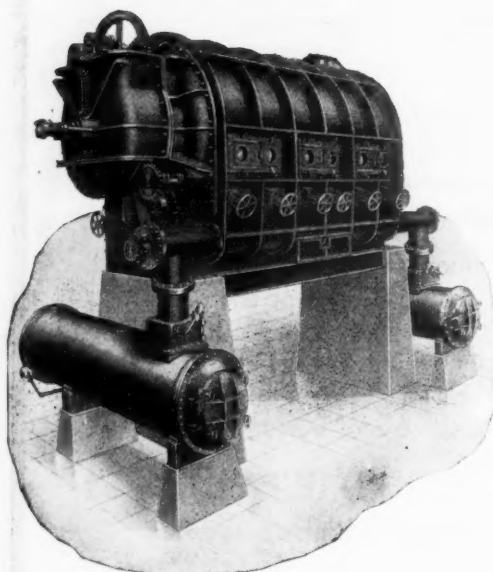
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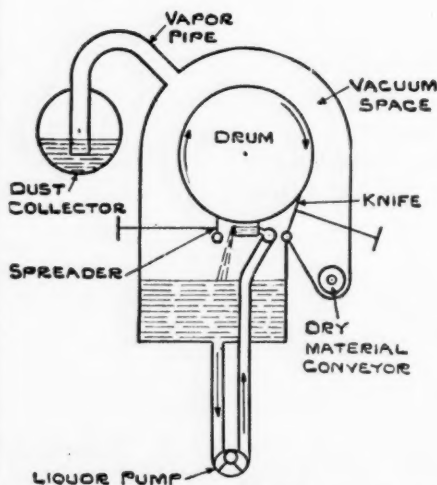
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DRUG & CHEMICAL MARKETS

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PRICES CURRENT

IMPORTS

MILLIONS LOST BY PREVENTABLE ILLNESS

We lost 378,000,000 days, last year, we who toil. Converted into years, allowing 300 working days to the year, we missed a million years' income. This is true, absolutely indisputable. The statisticians (who probably worked every day, not excepting Sundays and holidays) tell us that each worker of the 42,000,000 in the United States was on the sick list nine days, at least he should have been to keep up the average. Some, of course, were away from work longer and some less than nine days, and some not at all. Forty per cent of the illness was preventable. Had we taken the right precautions we would have earned enough, collectively, in those nine days, to pay one-third of the nation's taxes. In case we did not want to give it to Uncle Sam, we could issue Lady Luck coupons and spread it out in Christmas gifts all over the country, and not limit them to New York and Chicago.

These staggering figures of our collective, yet preventable, or almost half preventable, waste have a peculiar meaning to our chemical industries, for while no detailed statistics are available, the very nature of work in many chemical plants obviously increases both the health and accident risks. Yet one of our largest chemical firms has discontinued all welfare work as a measure of economy. Only a study of their absentee records could prove if this were a true saving. Even the paper drinking cup may be a factor in annual production.

THE ANNUAL NUISANCE

Every year along about now, salesmen begin to hear an old story. "Nothing right now, Jones. We are holding down our stocks until after the first of the year when we take our annual inventory."

The earliest rumblings of the approaching inventory period begin to be heard about the first of November, and before the dust and smoke have cleared away and business is again under way on a normal basis, the early days of February are upon us. Practically three months of the year are thus affected in some manner by getting ready for, and getting over the effects of the ancient and traditional rite of the annual inventory. Human ingenuity has devised innumerable machines, systems, and what not, to reduce labor, to speed up production, to increase efficiency; but in spite of the march of progress, many business houses to-day still adhere to the system which became popular sometime back in the reign of Henry VIII. Rather than introduce a more modern inventory method, some firms—this is more particularly true in the manufacturing drug trades

than among the chemical houses—count each box, each barrel, each pound, each gallon in the process of manufacture once a year.

Numerous types of perpetual inventories have been perfected. Without question, they have faults when applied to different types of business, but they are at least more efficient, more valuable, and less costly than the annual affair. The custom of cutting down the business year to nine months is a gross waste of time and money. When it is realized that money is invested twelve months a year, salaries are paid twelve months a year, rent is paid twelve months a year, the reasons why every one of the 300 business days of the year should be taken full advantage of, is apparent. The enormous waste of the old fashioned inventory ordeal must go. It is not in keeping with the progress of modern times. To have business crippled twenty-five per cent of the time by an ancient system is likewise unnecessary when a number of firms are today specializing in systems which minimize this work and distribute it over the twelve months of the year in such a manner that business congestion is avoided.

WHERE IS THE CHEMICAL PRICE LEVEL?

"I can buy hides at below the pre-war cost. The manufacturers who buy my leather are continually throwing this fact up to me. Why are your chemical prices so much above pre-war?"

This, according to a chemical salesman, who has just made the rounds of the big tanneries, sums up the attitude of the buyers in this field. More than that, it epitomizes the buyers' point of view throughout almost every chemical consuming industry.

Nevertheless, these tanners forget that the retail price of shoes is still 100 per cent above pre-war, and this same condition extends throughout all of the industries into whose manufacturing processes chemicals enter.

The Chamber of Commerce of the United States has recently analyzed comparative prices over wide fields, and their conclusions are that against the pre-war cost of 100, freight today stands at 140, labor at 189, while all commodity prices are at 155. That crude commodities such as rubber, cotton, wheat, and chemicals have receded much more than the prices of manufactured finished goods is a fact so obvious to every-day observation that it needs no detailed demonstration. Declines in values have been uneven and an unfair share of the burden has been placed on the most basic industries. Raw materials, including the industrial chemicals, are certainly today a less important factor in the cost of production than the labor.

This is not the first time that we have called the attention of the chemical industry to the sales argument embodied in this situation, but it is a factor which we believe cannot be over-estimated.

GERMAN METHODS IN JAPAN

The German dye syndicate is worrying the Japanese manufacturers by using tactics which were practiced in the United States for many years.

Producers in Japan told the Chemical Tariff Investigating Committee which is gathering facts concerning the industry with a view to recommending Japanese tariff legislation, that the Germans evade import duties in various ways. High priced colors are imported under false names, masquerading under names of lower grade goods recorded at the custom house or under names unknown to Japanese dye makers. Concentrated dyes are entered as diluted colors, and invoice prices are far below actual market quotations.

The Japanese investigating committee will probably recommend specific duties. Germany is selling colors similar to those made in Japan at very low prices, says the "Yakugyo Shuho," while dyes not produced in Japan are "quoted at prices much more profitable." To meet this situation the tariff committee will urge specific duties in addition to the ad valorem rates. The policy of the Germans to take out patents on processes and to register trade marks in foreign countries in order to shut out competitors is in force in Japan as it was in the United States. The Daiichi Seiyaku Co., Ltd., of Tokyo, makes a double column announcement in Japanese trade papers withdrawing the use of the name "Rongalit" in connection with its discoloring agent, "being unaware of the fact that it is a registered trade mark of Badische Anilin and Soda Fabrik of Germany."

Yet some people believe that there is nothing but personal interest among those who advocate the dye licensing system to protect American dye manufacturers from unscrupulous foreign competition.

At a meeting of the Jersey City Chamber of Commerce last week, Joseph H. Choate, Jr., of the Chemical Foundation, was telling the story of dyes and their fastness. In the middle of the story he asked the rhetorical question, "What should ladies' stockings be fast to?" and received the sotto voce reply from the press table, "Their garters!"

"The shoemaker's children go barefoot"—an old proverb which may be modernized on the story that an executive of the company which is the largest American producer of naphthalene balls lost an almost new overcoat through the summer activities of moths.

The "round table" at the Chemists' Club suggests that Dr. Howe, editor of the "Journal of Industrial & Engineering Chemistry", should exert himself to form the ideal alliance with an assistant named "Why".

"Life" suggests that the reason the head of the drug trust recently got into so much financial difficulty was that he tried to use his drug stores to sell drugs!

The insignia of the Salesmen's Association might well be a heavily loaded gripsack surmounted by a retort.

Salesmanship or Chemistry—Which?

Sales Executives of Leading American Companies Give Their Views on Technical Training for Chemical Salesmen

DO YOU believe that the chemical salesman should be technically trained? Is a knowledge of chemistry a necessity to the chemical salesman?

These two questions were recently put to some twenty sales managers and executives. Their opinions are surprisingly different on various phases of the question, but on one fact, they unanimously agree. All the technical training and knowledge of chemistry in the world does not make a chemical salesman. Fundamentally, primarily, and above all else, he must be a salesman first, they agree. After that, the views on the questions vary. Some believe technical knowledge generally to be a vitally important factor in the intelligent sale of chemicals. Others state that a knowledge of general chemistry is a help, but not important outside of the line handled. The third group does not believe technical training of any sort a necessity or a help, but maintains that a good salesman, sans chemistry, given a short practical course in the products he is to sell, gives the best all around results.

One or two of the statements voice the opinion that a chemist who has spent a number of years in a laboratory or plant, has lost the "selling viewpoint," and as a rule, does not make good at the selling game. Just how much there is in this theory, is subject to debate. In the last analysis, the opinion seems fairly general that given the right man, chemistry or no chemistry, results are assured. Just what each sales-leader believes is made clear in the following statements:

O. S. Doolittle, Semet-Solvay Co., New York.—In our opinion a chemical salesman should by all means have a good knowledge of industrial chemistry, and the broader his training, the greater will be his value. A cigar and a good story have their place, but they are weak selling arguments as compared with the permanent help a technical salesman can often give his clients.

Help to solve his problems is what every consumer of chemicals needs almost daily. A salesman who can discuss intelligently the various technical questions which come up, and can make valuable suggestions, gains the good will and usually the business, of the firm he is after. Good will is a tremendous business asset.

Hugo L. Kleinhaus, Chas. Cooper & Co., New York.—I believe that a chemical salesman, technically trained, is by far superior to one who is not. But the training alone is not the success of the salesman, it is hard work that tells.

Alfred S. Burdick, Abbott Laboratories, Chicago.—Do I believe the chemical salesman should be technically trained? I think such a training is desirable, but not essential. The important thing is that the man shall be able to sell goods. If he is an intelligent man, and has a fairly good basic education, he can acquire a sufficient amount of technical knowledge for his use. It is certainly very desirable to possess such a technical education along chemical lines, and eventually, it is probable, men of the higher intellectual type, with finer training, will drift more and more into this field.

A. W. Hawkes, General Chemical Co., New York.—I have always considered that technical training, properly absorbed, cannot possibly hinder a man in his development. On the other hand, I consider that good common sense, coupled with a fair amount of general knowledge and ability to read human nature, is more important in salesmanship than technical training. But give the man who possesses these last mentioned qualities a fair amount of technical training, and he should be a better man than he would be without them. When you speak of "technical training" I assume you mean the actual acquiring of technical knowledge and not simply passing through a school where technical training is available. I think too much technical training is apt to interfere with the maximum development of an individual along the sales line because it is apt to make

a stereotyped salesman who attempts to do things with too much rule of precision. To my mind the ablest salesman is one who can adjust himself promptly at the psychological moment when he finds a different set of conditions exists than those contemplated before entering the negotiations. High class salesmanship is nothing more than high class negotiation and it requires quite as much "gray matter" as a representation of the legal side of a controversy in court.

While I feel that complete technical training is not an absolute necessity to the accomplishment of successful salesmanship, nevertheless I feel that a man with a knowledge of chemistry is apt to go further in accomplishment than he might be able to do without it, and following the statement of the old College Professor that "a man with an education can dig a ditch better than one without an education", so I believe that although a man can become a very proficient chemical salesman without a knowledge of chemistry, yet he will accomplish more satisfactory results if he possesses a fair general knowledge of the subject.

Ralph E. Dorland, Dow Chemical Co., New York.—The chemical salesman of today should possess a reasonable amount of training in the fundamental principles of chemistry. It appears to the writer that this information can be obtained either through his own personal efforts augmented by contact with the chemical force of the institution with which he is associated, or through at least a primary course at some chemical institution.

We wish to convey the thought however, that this same salesman can be too technical, to the extent that his ability as a real salesman may become materially lessened through the absence of necessary practical business information. On the other hand, he must possess enough of technical knowledge to be able to speak advisedly if necessary on the composition and particular merits of the products which he is attempting to sell.

To our mind, there is a very happy medium of qualification that both the salesman himself and his employer should be able to distinguish.

J. G. Harrison, Rollin Chemical Corp., New York.—My experience with chemical salesmen leads me to believe that graduated chemists who have followed

their vocation for a length of time can seldom be satisfactorily converted into salesmen, but a knowledge of chemistry acquired for the express purpose of being used in selling, is a decided advantage to a salesman.

H. E. Hall, Commercial Solvents Corp., New York.—

In answer to your first question, I believe that it would be a distinct advantage to all chemical manufacturers if their salesmen were technically trained.

In answer to the second question, a knowledge of chemistry is not absolutely necessary to the chemical salesman, but it is certainly a decided asset.

When a salesman is sent out to sell safety razors it is essential that he know how to use them and to demonstrate their use. It seems to me that this same line of reasoning should apply to representatives who sell chemical products. It is true that a man who has no knowledge of chemistry but who has a pleasing personality may go out and take orders for chemical products from the users who have used these products for a long time, but this same man is not liable to develop many new prospects and introduce the products in question into new fields.

In other words, the man who lacks chemical training can cover a certain field that is already known and developed, but is greatly handicapped in exploiting new fields.

E. H. Killheffer, Newport Chemical Works, Passaic, N. J.—There is no question in my mind but that the technically trained dyestuff salesman enjoys a very tremendous advantage over the man not so trained and it has been my experience that the results usually demonstrate this conclusively.

H. R. Drackett, P. W. Drackett & Sons Co., Cincinnati.—I think that the reply to this inquiry is much the same as the answer to the question "does a college education pay?", because I assume that you mean by "technically trained", the man who has been through a scientific or chemical engineering course of study. In these new times, new at least for some of us whose experience does not date back for many years "before the war", the need to "sell a customer" and "sell him right" in chemical lines, is much a question of technical information which will tell the salesman almost instinctively how and what to sell the customer, and which may be imparted as a matter of service with the sale.

The chemical industry is highly technical and the man who is technically trained has an undoubted advantage because of that training. This advantage, however, extends to himself alone for there are so many other characteristics that make for a successful salesman, that the fellow without the training often excels a trained man who has not the other selling abilities. In other words, any man technically trained is a better chemical salesman than if he were without the training, but some men self trained may, by a study of their job, surpass another with the initial advantage of technical training. I would not wish to adopt a hard and fast rule either for or against technical training.

Owing to restricted space as a result of the large amount of important news which must be published this week, the remainder of the extremely interesting statements on the technical training of salesmen by leading sales-managers in the American chemical industry, will be published in next week's issue of DRUG & CHEMICAL MARKETS, Dec. 14, under the title "SALESMANSHIP OR CHEMISTRY—WHICH?"

JAPAN'S PROPOSED CHEMICAL TARIFF

(Special Correspondence of DRUG TRADE WEEKLY)

Tokyo, Nov. 3.—Japanese manufacturers of chemicals are testifying before the Chemical Tariff Investigating Committee in regard to competition from abroad and the necessity for tariff protection for home industries. The Kawafuji Gomei Kaisha advocates the raising of the import duties on Prussian blue, ferrocyanide of soda and ferrocyanide of potash to 30 per cent ad valorem. Before the war, these chemicals were imported from Germany and when supplies were cut off by the war the Kawafuji company went to great expense to establish the industry in Japan, and now the German products can be imported and sold below the cost of producing them in Japan.

K. Uchida, president of the Chemical Industrial Association, wants the import duty on caustic soda raised from the present rate of 1.50 yen per 100 kin to 25 per cent ad val. or to 3.30 yen per 100 kin. Caustic soda made in Japan is still more costly than the imported and cannot compete in price with the foreign product.

The Potash Manufacturers' Union requests a 20 per cent duty on potash salts, to make the munition supply independent of foreign countries. Chloride potash made in Japan costs 170 yen per ton, while that imported is expected to decline to 150 yen per ton in future. Nitrate potash made in Japan costs 415.07 yen per ton while no better price than 380.80 yen per ton can be obtained in the market. There is, therefore, a loss of 34.27 yen per ton.

The Nippon Seiren Kaisha wants an ad valorem duty on sodium cyanide of 2 yen per 100 kin. On permanganate of potash the same company asks a duty of 30 per cent ad valorem. The dye manufacturers are worried by competition with German, British and American makers. They find German dyes coming into Japan under fictitious names, concentrated colors imported as diluted, invoice prices far below actual market prices, and German colors similar to dyes made in Japan are selling below the cost of production in Japan while colors not made in Japan are held at very high prices. The committee will probably recommend specific duties on dyes in addition to the ad valorem duties.

ENGINEERS DISCUSS CHEMICAL WARFARE

(Special to DRUG AND CHEMICAL MARKETS)

Baltimore, Md., Dec. 7.—The American Institute of Chemical Engineers listened to the annual address of President David Wesson, of New York, at the opening of the convention on Tuesday. A symposium on "Chemical Engineering and National Defense" was opened by Dr. M. C. Whitaker. Excursions were made to Curtis Bay plants of the Davison Chemical Co., and U. S. Industrial Alcohol Co. In the evening a social gathering took place at the Maryland Country Club.

Today the members visited the Edgewood Arsenal. Brigadier General Amos A. Fries made a short address on "Chemical Warfare." On Thursday the symposium on Chemical Engineering and National Defense will be continued, with papers by Raymond F. Bacon, Maximilian Toch, Harrison E. Howe and Benjamin T. Brooks. Prof. J. H. James read a paper on "Some New Products From Petroleum" and Dr. Robert M. Yerkes discussed the research information service of the National Research Council.

Henry Howard, of the Grasselli Chemical Co., was elected president.

Elmer Schlesinger, general counsel for the Shipping Board says the Board will draft a uniform ocean bill of lading, which will include the substance of the Hague rules but with modifications to meet American requirements.

How to Sell Proprietaries in England

American Chamber in London Says Exchange Rates Are Great Handicap at the Present Time, but Outlook Is Exceedingly Good

A FEATURE of the service extended to members of the American Chamber of Commerce in London is the trade reports. One on "Exchange Handicaps American Proprietary Articles in Britain," has just been issued. It is as follows:

The manager of a well-known pharmacy whose firm has branches all over Great Britain stated that his experience was that American proprietary articles were well liked by the British public and were constantly being asked for, so that it pays to stock them, and although the British people are conservative and difficult to change, yet once they have tried an article and are assured of its merits they are just as disinclined to change back.

With druggists, too, American proprietary articles are popular. Overhead charges on made-up remedies are almost nil and as the advertising is already done all that is necessary is to stock the goods and supply the demand, no mixing being required.

Toilet Creams

There is an immense field for good toilet creams in Great Britain as the majority of women now use them. American brands are already well known and much liked. Some idea of the possibilities of the market may be judged by the latest census returns which give the number of women in Great Britain as over 22¼ millions.

Of the two kinds, vanishing cream and cold cream, the former has by far the largest sale, very few women using both kinds. One reason for this is said to be that British women have not yet been educated up to the use of cold cream as American women have. In America the manufacturers conducted an advertising campaign with the object of popularizing cold cream with the result that it is now extensively used. It has been seriously asserted more than once that if a similar campaign were conducted in Britain, sales would increase by leaps and bounds. In stores where a special brand of cold cream has been pushed the volume of sales exceeded those of vanishing cream which seems to show that a special effort would sell cold cream.

The reason is stated to be that the British climate is moister than in America and this makes a grease cream less necessary while a further explanation is that British women have always been in the habit of buying cold cream put up by the chemist in small tins generally about 3d per tin.

The market for good toilet creams is undoubtedly increasing. In fact one large dealer describes the situation by saying that there is "a mania" for vanishing cream. This is chiefly due to the sports and open air life of many British women.

American Soaps

The estimated consumption of soap per year in the British Isles is 400,000 tons and there are 220 soap manufacturers, the largest producers being the Lever

Bros. group, of Port Sunlight fame. Excluding the two years of the war, imports have averaged about 17,000 tons a year, the greater part being household soap imported from America.

As regards toilet soaps a large number of British soaps are already in the market and well established. There are a few American and French soaps but they are much more expensive than the British, and at present the cheaper kinds of soap are selling best.

In this connection, a manager of a well-known firm of druggists said that judging from his experience he thought that a shilling was about the limit that the general public would pay for a tablet of soap.

Shaving soaps have a very large sale and in particular those of American manufacture are stated to be very popular.

That the market is a good one for toilet soaps is shown by the large number already on the market. Sales are increasing, but not so fast as before the war. During the war many people com-

menced to buy the higher class toilet soaps, which they have since discontinued as they can no longer afford to pay the price.

Tooth Pastes and Powders

American brands are very popular. It has been frequently stated that American tooth pastes have the highest sales in Great Britain. Some of the best known American brands are already being manufactured in Great Britain and are looked upon as being practically British by the public. There are some good pastes and powders of British make on the market but they are not so popular as American. Some druggists make up a tooth powder of their own in small tins, but generally speaking they find it more profitable to sell an article already made up and well known to the public through advertisements.

Chance For American Perfumery

Among the wealthier classes French perfumes are always asked for in preference to any other, even though they are expensive. There are some British perfumes sold, of course, but they are chiefly in the cheaper lines.

In spite of this, a member of a well-known British firm which handles large quantities of American proprietaries, stated that he believed there were possibilities in the near future for American perfumes, and his firm was making investigations with a view to pushing a particular American brand.

American proprietary medicines are well known and have good sales in Great Britain, but the present rate of exchange puts them at a serious disadvantage, and the necessity under certain conditions of affixing a revenue stamp to such medicines, whether British or American, which is added to the selling price of the article, greatly adds to the cost.

The future outlook for American proprietary articles, both toilet and medicinal, in Great Britain, is exceedingly good, says a report prepared for members by the American Chamber of Commerce, London, but the present position of the trade is not good, being handicapped by the state of exchange, which pushes up the price of many American articles beyond what the British public are prepared to pay. American products are popular in Great Britain, and will sell well provided they are offered at reasonably low prices. The London Chamber suggests that American manufacturers take the matter up with the Chamber and get the benefit of its experience.

As showing the effect of the adverse rate of exchange and the increased stamp duty, one particular American proprietary article may be quoted which before the war was sold in Great Britain at 3s 4d, including stamp duty, but which is now selling at 8s 6d, including stamp duty.

The cost of a revenue stamp varies from 3d on a 1s article to 2s if the article is over 5s. It will thus be seen that a heavy tax is imposed on the higher priced articles. This stamp tax is applied alike to domestic and imported patent medicines.

An expert who had studied the effect of the revenue stamp very closely stated that to sell a proprietary article in Great Britain for 1s 3d—the 3d being stamp duty—American manufacturers would have to be able to manufacture in the United States at a total cost of from four to six cents an article.

But in the opinion of many British druggists there is a great future before American proprietary articles when the exchange becomes more stable. If the article is really good and does what it claims to do there is no reason why it should not successfully make its way in Great Britain.

Work of Proprietary Association

There is in existence in Great Britain a very active association which has for its chief object the prevention of price-cutting of proprietary articles. The number of protected articles now on the association list is over 4,000, representing over 380 manufacturers. Many well known American proprietaries are included in the list.

The novel features of the association's scheme are briefly two, viz:—

(1) The fact that the association is composed of all three sections of the trade, manufacturing, wholesale and retail, a feature of great rarity in trade organizations; and

(2) The co-operation of manufacturers with one another in saying that if any one article on the list is persistently cut, the supply of all will be withheld.

The arguments advanced by the Proprietary Articles Trade Association in favor of price protection are probably familiar to most manufacturers of a proprietary article. Stated briefly from the wholesalers' and retailers' point of view, it is felt that just as the laborer is worthy of his hire, so is the distributor entitled to a fair return for his services to the manufacturer and to the public, and on this ground alone the distributor has a case.

From the manufacturers' point of view it must be remembered that nothing injures the goodwill of a proprietary article amongst distributors thereof so much as unrestricted cutting. A proprietor may spend thousands of pounds in advertising, only to have his advertising nullified by persistent hostility to his article on the part of the trade.

It is in order to ensure a free channel of distribution that a manufacturer is wise to protect his price, and the discount for which the trade asks, and which some manufacturers seem to consider somewhat large, should be regarded as a price paid, in order to get better value from money expended in advertising.

Dealers in the articles included in the list of protected articles are informed that the articles referred to are supplied to the trade only upon condition that they be not resold below the prices therein stipulated, and that no bonus or dividend on the purchase money or rebate in cash or goods be given unless the value of such bonus be charged to the customer in addition to the P.A.T.A. minimum price of the article. All wholesale houses dealing in the articles are under agreement with the manufacturers not to supply them to firms which do not conform to the above condition.

(Continued on Page 1201)

Trade Notes and Personals

J. R. M. Klotz, formerly manager of the New York office of the Newport Co., sailed for Europe on the Paris.

The Jenkins Mills, manufacturers of yarns in Greenville, S. C., have increased their capital from \$25,000 to \$50,000.

W. H. Fieldhouse, formerly vice-president of the Ciba Co., Inc., is now sales manager for F. E. Atteaux & Co., 172-178 Purchase st., Boston.

The Noil Chemical and Color Co., 152 West 108th st., New York, adjoining the Lion Brewery, 108th st. and Columbus ave., which was slightly damaged by fire recently, was not in any way affected, the manager said.

Edwin D. Winkworth, of the Solvay Co., entertained members of the staff at dinner at the Onondaga, Syracuse, last week. Dr. William H. Nichols spoke on atmospheric nitrogen.

Secretary Eastin of the Chamber of Commerce, Henryetta, Okla., has been consulted by a Brooklyn, N. Y. manufacturer regarding the establishment of a plant at Henryetta for making zinc oxide, obtaining the raw material from local smelters.

Thomas J. Keenan recently announced his resignation as secretary-treasurer of the Technical Association of the Pulp and Paper Industry to accept the position of editor of "Paper" in the reorganization of which he becomes an officer and stockholder.

The Grasselli Chemical Co., Cleveland, O., has awarded a contract to Barney Ahlers Co., 110 W. Fortieth st., New York, for its new one-story plant building, 80 x 250 feet, to be constructed at its works, Morgan st. and Montrose ave., Long Island City, N. Y.

Charles E. Shean, for twenty-five years associated with the General Chemical Co., died recently at his home in Brooklyn. He was born in Lockport forty-three years ago and had been a resident of Brooklyn for thirty-five years. He is survived by a brother, Thomas F. Shean, and a sister, Mrs. Mary E. Turner.

The New Haven office of S. R. David & Co., Inc., dyestuffs and chemicals, Boston, has been removed to 1029 Main st., Hartford, Conn. George H. Ashton, who has been in charge of the New Haven office is retiring from active business, but will remain on the Board of Directors. Frank J. Murphy will succeed Mr. Ashton as manager of the Hartford office.

A statement on the industrial conditions in Connecticut issued by the Manufacturers' Association of Connecticut, shows an improvement in October over September. Industries were operating at 62.6 per cent of normal as compared with 57.9 the previous month. The report does not completely cover the textile industry which has been more active in recent months than other industries.

Nelson B. Gaskill, of New Jersey, became chairman of the Federal Trade Commission on Dec. 1 for a term of one year. Mr. Gaskill was appointed to the Commission in December, 1919, to fill an unexpired term caused by the death of John Franklin Fort. He entered upon duty in February, 1920. Mr. Gaskill was Assistant Attorney General of New Jersey from 1906 to 1914.

Fertilizer Interests Buy French Potash

Tonnage Purchased Reported to Be Less Than 25 Per Cent of American Consumers' Requirements—Germans Get 75 Per Cent of Business—Provisions in German Contract for Rebates in Potash Based on Tonnage Taken—Speculation On Price Paid for Al-sace Product.

Speculation is rife in the trade as to the outcome of the present jockeying for position between the French and German potash interests. Contracts were recently signed by the German potash producers with a large group of American consumers, comprising practically the entire fertilizer trade, to buy a minimum of 75% of their requirements of potash from the Germans, and on this basis they were given concessions in the matter of price, as well as rebates in potash on a basis of tonnage purchased. The effort of the Germans was, of course to assume as great a proportion of the business as it was possible for them to acquire, but the consumers wrote the minimum of 75% into the contracts with the idea of encouraging competition from the French by giving them the remainder.

The German contracts contained, aside from the 75% minimum clause, price provisions which were to be modified according to the quantity of potash taken up by any consumer within the life of the contract. In this way the actual price quoted was left with practically no meaning but amounted to an average of some 70c @75c per unit New York. The minimum of 75% was set only after long conferences between the American consumers and the representatives of the German syndicate, and was the result of a desire on the part of the Americans to permit the French and American producers to figure on part of the business rather than permit potash to become a German monopoly again as it was before the war.

The proportion of the business given the German syndicate is apparently based roughly on the production figures of France and Germany for 1920. The German production of actual potash for 1920 was 923,700 metric tons. France produced 186,770 short tons of actual potash, and the United States 48,077 short tons during the same period. The relation between the German and French productions on this basis is roughly 5:1 and the rumored basis on which the contracts with the French are being made is 20% of the requirements of the consumers which is a little better than 1:4 compared with the amount of business given the Germans. In other words the American consumers are giving the French the benefit of the doubt. The remaining 5% is believed to have been left open to give the American producers a chance at some of the business and to permit of the shifting of this part of the business to either of the sellers as occasion may warrant.

The magnitude of the business for which these contracts are being made may be judged from the fact that the average imports of actual potash into the United States for the five year period 1910-1914 amounted to 257,000 short tons, and the 1920 imports were 224,792 tons. These figures are particularly significant when compared to the American production which reached its highest point in 1918 with a total production of actual potash of 54,803 short tons.

Representatives of the French potash interests refused to make any statement for publication regarding their contracts with American potash consumers, which they say are still uncompleted. In view of the uncertainty of the actual content of the French contracts the representa-

tives of the German interests refused to make any statement regarding their attitude toward the French contracts.

\$2,600,000 FROM NITRATE SALE

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 7.—The War Department announces that \$2,600,000 was realized from the sale of nitrate of soda held last week at Frankfort Arsenal, when 81,000 tons were offered at auction. Major C. R. Baxter said the price per ton had ranged from \$46.50, bid received from Springfield, Ill., down to \$36.51, the average price being \$39.45. Nine different companies acquired blocks of the stock, which was stored at various points in the United States.

E. I. du Pont de Nemours & Co. bought the largest single block of the nitrate, purchasing 18,600 tons stored at Hopewell, Va. The Hercules Powder Co. bought six lots, aggregating 19,191 tons.

The nitrate was purchased by the War Department during the period of hostilities at prices ranging from \$70 to \$80 a long ton.

Instructions of the Prohibition Commissioner to Federal Prohibition Directors regarding the right of search and seizure, draw attention to the provisions of the Willis-Campbell Act which "make it unlawful for an officer, agent or employee of the United States engaged in the enforcement of that Act or the National Prohibition Act or any other law of the United States to search any private dwelling occupied only as such without a warrant directing such search, or to maliciously and without probable cause search any other building or property without a search warrant. A violation of this section is made a misdemeanor, a first offense being punishable by a fine of not more than \$1,000, and a subsequent offense by a fine of not more than \$1,000 or imprisonment for not more than one year or both such fine and imprisonment. Officers who violate the said Section by searching dwellings occupied only as such without warrants will not be supported by this office nor protected from punishment."

Figures available at the office of Federal Prohibition Commissioner R. A. Haynes reveal that withdrawals of non-beverage spirits for October, 1921, were cut in half compared with withdrawals of October, 1920, records in the Accounts Unit showing October, 1921, non-beverage taxes to be \$4,721,502.86, compared with \$9,668,702.46 for October, 1920, a decrease of \$4,947,199.60.

The Michigan Humus & Chemical Co., Hassell, Mich., has filed notice of reorganization to operate under the name of the National Humus & Chemical Co., capitalized at \$1,000,000. Plans are under way for a new local plant for the manufacture of fertilizer and powdered fuel products.

The production of lime in the United States in 1920 was not sufficient to meet the demand, according to the National Bank of Commerce of New York. It is estimated that 140 industries use lime. Production in 1920 exceeded that of 1919 by about 240,000 tons.

The Pittsfield Lime & Stone Co., Pittsfield, Mass., is to construct four new kilns, with alterations and improvements in existing kilns at the plant located at Richmond Summit. New machinery and operating equipment will be installed.

BALFOUR'S TARIFF BILL PROTEST

Arthur Balfour, managing director of Arthur Balfour & Co., Ltd., Sheffield, steel manufacturers, who headed the British delegation to the United States to lay their views on the Fordney tariff bill before the Senate Finance Committee, said on his return to London:

We used the following arguments:

(1) America is in control of more than half the world's gold, and unless this gold is re-distributed the cost of holding it must fall on America's cost of production and tend to heavier taxation, which will lead to unemployment.

(2) If the absolute stone wall of protection, which the Fordney Tariff represents, is passed in its present form it can only result in the further depreciation of the English currency in relation to the dollar, and it would then follow that we should be unable to buy food stuffs from Chicago, or cotton from the Southern States, owing to our inability to pay for them.

(3) Any further depreciation of our currency would make next door to impossible an early repayment of the money which we owe to America.

(4) It is the absolute intention of everyone in this country to repay to America the money which we have borrowed from her. We have never repudiated any debt which we have incurred in the past, and do not intend to begin to do so now.

(5) It is impossible for any country to trade one way. If the currencies of the world were depreciated by our own and other countries' inability to send goods to America, the only result would be that America's export trade must suffer.

The Advertising Committee of the American Chamber of Commerce, London, recently sent a letter to the London "Daily Mail," urging larger exports of British manufactured goods to the United States, saying that England's best chance of selling is in those countries which have money to pay for what they buy.

DR. HERTY TELLS OF GERMAN SPY SYSTEM

Germany's "economic understanding throughout the world" and her methods of reaching that understanding was the subject upon which Dr. Chas. H. Herty president of the Synthetic Organic Chemical Manufacturers' Association, addressed the Jersey City Chamber of Commerce at the Down Town Club, Jersey City, last week. The extensive spy system which Germany has already in operation for the purpose of ultimately reacquiring industrial control of the world was exposed through the report of a representative of an American firm recently returned from Germany who found that they already possess detailed, definite and accurate information on all the activities of the American dye makers. The future plans of Germany for the acquiring world supremacy were shown in a very startling manner by the reading of a confidential report from Commercial Counsellor Stroheker, of the German embassy at Rome, to the Ministry of Foreign Affairs at Berlin under date of May 25. An absolutely cold blooded scheme for wresting control of Italian industries from the Italians, in a very similar manner to that pursued by the Imperial German Government, is on foot at present under the German Republic.

Joseph H. Choate, Jr., counsel for the Chemical Foundation, and Robert H. McCready, president of the McCready Publishing Co., also addressed the meeting which was attended by representatives of most of the chemical manufacturers of Northern New Jersey by special invitation of the Chamber of Commerce.

Of Interest in the Trade

Building No. 3 at the plant of the Lignum Chemical Works, 350-354 Morgan st., Brooklyn, was damaged by fire November 21.

The Lawrence-Reynolds Chemical Works, Oakland, Cal., was damaged by fire recently with loss of \$45,000 to buildings and equipment.

Persons of both sexes engaged in "gainful occupations," in the United States total 41,609,192, the Census Bureau states on the basis of the 1920 census.

The S. O. S. Manufacturing Co., manufacturers of cleansing compounds, has moved its plant from 249 Minna St., to 423 Bryant St., San Francisco.

The Chemical National Bank of New York has issued a pamphlet of 120 pages including index, on Federal taxes, with text of the law, changes, and interpretations of the provisions.

A number of Mexicans residing in New York and of American business men interested in Mexico have organized the Mexican Chamber of Commerce of the United States, which has just been incorporated under the laws of the State of New York.

The Bureau of Mines announces the following new publications for November: "The Determination of Oxides of Nitrogen," "Production of Explosives in the United States," "Coke-oven Accidents in the United States," Bulletin 186, "Investigations of Zirconium."

In discussing the permanent tariff bill with members of Congress, President Harding has expressed a desire to have the bill passed at the next session. Senator Smoot, who has been studying the production costs of dyestuffs throughout the world, has indicated that he will be prepared to present all the facts desired on this schedule. He says he is not in favor of the licensing system.

Missouri's 1921 honey crop averaged 37 pounds per colony, compared to 67 pounds in 1920 and 34 pounds as an average of the past seven years. Of the 1921 honey crop, 30 per cent was left in the comb, 50 per cent extracted, and 20 per cent left in "chunk" or bulk. This year's Missouri honey crop was 5 per cent sold to outside markets, as compared to 9 per cent sold last year and 10 per cent usually sold outside.

A large decrease in average earnings of factory workers in New York state occurred in the chemicals, oils and paints group of industries as the result of decreases of \$1.02 in the animal and mineral oil industries and \$2.76 in the miscellaneous chemical industries. Some factories in these industries reported wage reductions, and part-time work in oil refineries was an important factor, according to Henry D. Sayer, Industrial Commissioner.

Imports at San Francisco for the third week of November include the following: On the steamer Eemdijk from Rotterdam, Antwerp and London, 2,923 barrels linseed oil, 30 packages earth colors, 203 bags tartar, 2 bags potash, 10 bags almond cake, 11 packages cocoa powder and 32 bags ochre; on the steamer Pallas, from Buenos Aires and Montevideo, 9,115 bags tankage and 4,874 bags wood extract; on the steamer West Lewark, from London, Liverpool and Hamburg, 54 casks antimony, 184 barrels linseed oil, 750 bags fullers' earth, 3 bags potash, 14 casks manganese, 2,999 bags soda ash, 800 cases tapioca and 250 kegs bicarbonate soda.

Business Brevities

The plant of the Celluloid Co., Newark, N. J., was damaged by fire last week, to the extent of \$10,000.

The National Lead Co., 485 California St., San Francisco, has awarded a contract for the erection of a three-story factory in Oakland. The plant will cost about \$50,000.

Bradstreet's reports 497 failures in the United States for the week as compared with 367 for the previous week and 296, 92, 162, 236 for the corresponding weeks of 1920 to 1917.

Clyde E. Bamrister and I. H. Stub have filed a statement that they are engaged in business at 108 S. Figueroa st., Los Angeles, Cal., as the Western Guano & By-Products Co.

The North Charlotte Creosoting Co., recently organized at Charlotte, N. C., is about to erect a plant for creosoting lumber. The initial capacity as planned at present will be 50,000 feet of lumber per day.

The New York Section of the American Chemical Society will discuss proposed improvements in the "Journal of Industrial and Engineering Chemistry" at a meeting on Friday evening, Dec. 9, at Rumford Hall.

John L. Lamson & Bro., Inc., dealing in asphalt pitch and chemicals, at 100 John st., has assigned to George C. Martens of 165 Broadway. H. H. Lamson is president of the company, which was incorporated in 1921.

The plant of the American Agricultural Chemical Co., at Henderson, Pa., known as the Vance Guano Works, recently destroyed by fire, has been rebuilt. The new plant has capacity for 60,000 tons of fertilizer during the season, and cost \$1,000,000.

The Kelly Island Lime & Transport Co., Leader-News Building, Cleveland, O., has begun construction of its new lime plant at Marblehead, O. The structure will be 60 x 60 feet, equipped with conveying and crushing machinery.

The Insecticide and Disinfectant Manufacturers Association will hold its annual meeting at the Hotel Astor, New York, Dec. 12 and 13. D. N. Calkins, of the Rochester Germicide Co., will read a paper on "Fake Disinfectants".

The plant of the Seamless Rubber Co., New Haven, Conn., was damaged by fire last week, to the extent of \$200,000. The fire was caused by an explosion in a tank of naphtha cement. The company is a subsidiary of the United Drug Co.

Alvah H. Pierce of the Dyestuff Department of the Grasselli Chemical Co., has returned to New York after a seven weeks trip throughout the southern textile districts on which he visited the various branch sales offices in that territory.

Dr. Gaston Du Bois, of the Monsanto Chemical Works, St. Louis, writes to the "Journal of Industrial and Engineering Chemistry" that America is losing her foreign markets for dyes on account of the high cost of operating the plants.

Henry Ford and Thomas A. Edison are making an inspection of the Muscle Shoals power project, making the trip to some of the lower locks on a Government train. Mr. Ford expressed the opinion that dams could be erected at every point along the river which afforded a "fall" of five feet or more.

TAX CHANGES IN NEW REVENUE ACT

(Special to DRUG AND CHEMICAL MARKETS)

In a circular to members of the National Wholesale Druggists Association, Secretary Holliday says in part concerning the new Revenue Act:

The entire drug trade is to be congratulated on the results it has achieved through the efforts of its trade organizations and their representatives through whose constant vigilance and timely action the special taxes have been either entirely removed or minimized. Against great odds, the efforts to hold the alcohol and wine taxes so far as legitimate essential industrial and medicinal uses are concerned were successful. And these taxes remain exactly as they have been, viz., \$2.20 per proof gallon on alcohol and other distilled spirits and 16 cents to \$1 per gallon on still wines, depending on alcohol content of such wines. A penalty tax of \$4.20 has been enacted to be paid by the person responsible for diversion of alcohol and other spirits to unlawful beverage purposes.

Alcohol and liquor taxes are embraced in Title VI of the Revenue Act of 1918 as amended by Title VI of the Revenue Act of 1921.

Taxes on distilled spirits remain as heretofore, viz.: \$2.20 per proof gallon provided that where diverted to unlawful beverage use a penalty of \$4.20 per proof gallon shall be asserted against the person responsible for such diversion.

The process of extracting water from high proof spirits for the production of absolute alcohol shall not be deemed to be rectification within the meaning of Section 3244 of the Revised Statutes and absolute alcohol shall not be subject to the special tax of 30 cents per proof gallon levied on all rectified spirits and wines by the provisions of Section 605 of the Revenue Act of 1918. However, the production of absolute alcohol shall be under such regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe.

Proprietary Stamp taxes levied on toilet and medicinal articles by the Revenue Act of 1918 are repealed as of January 1, 1922. Retail dealers must continue to attach stamps on all styles of taxable proprietaries until January 1, next.

Taxes on gross sales by manufacturers of toilet soaps and toilet soap powders are repealed as of January 1, 1922.

Other excise taxes levied by Title IX of the Revenue Act of 1918 have been repealed or modified by the Revenue Act of 1921.

Edward D. Rice, 78 years old, head of Edward Rice & Co., Boston, dealers in dyes and chemicals, was sentenced to 2½ to 3½ years in state's prison, by Judge Keating of the Superior Court, Boston. Mr. Rice was found guilty of obtaining \$300,000 from the National Shawmut Bank and the New England Trust Co. by means of false financial statements. Counsel for Mr. Rice obtained a stay and the case will be reviewed by the Supreme Court on appeal.

The Boivin-Wilson block, 468-482, St. Paul st., West, Montreal, has been purchased by Leo Ryan, president of the Wingate Chemical Co., and the Mallinckrodt Chemical Works, Ltd., of Canada, the amount involved being upwards of \$100,000. The building covers 9,000 cubic ft. of land and is five stories in height.

The United Dyewood Corp., has declared a quarterly dividend of \$1.75 on the preferred stock payable Jan. 3; and \$1.60 on common stock, payable on the same date, to stockholders of record Dec. 15.

Books of Trade Interest

TRADING WITH MEXICO. By Wallace Thompson. 8 vo., 271 pages. Dodd, Mead & Co., New York, 1921.

The correct statement of a problem is nine-tenths of its solution according to an old axiom, and unquestionably Mexican trade presents one of the most important problems the American business man finds before him today. Mr. Thompson has presented in this volume (his second on Mexican conditions), a frank and careful analysis of those conditions which affect trade with Mexico. Logically the purchasing power of Mexico should direct itself to American markets, but conditions there are so hard for the average American to understand that efforts to supply this vast consuming demand have been sporadic and largely unsuccessful because conditions have not been analyzed correctly. The present work lays no claim to solving the problem of Mexican trade, but frankly undertakes the simple statement of conditions and the author has succeeded in presenting an unopinionated view in a readable manner.

ELEMENTARY CHEMICAL MICROSCOPY. By Emile Monnin Chamot, Ph.D., Professor of Chemical Microscopy and Sanitary Chemistry, Cornell University. Second Edition. 8 vo., 479 pages. John Wiley & Sons, Inc., New York.

Professor Chamot's work on the subject of microscopic analysis is too well known to need comment. The present edition of his excellent text has been partly rewritten and enlarged from the first edition but does not differ from it in any important particular. The explanatory chapters on the manipulation of the microscope itself, of which there are seven, are well and clearly presented and the eight chapters on analysis make it a valuable aid to the practicing chemist in spite of the disavowal on the part of the author of any such object. His stated object has been to prepare a text book for use in his classes, but there are few practicing chemists who will fail to find the book of great value. The only possible criticism of the work is that its subject matter has been limited in such a way as to exclude determinations of the more common technical substances which do not possess a definite chemical entity. It is hoped that the forthcoming "Handbook of Chemical Microscopy," announced by the author as a reference work for chemists, will include such determinations.

AMERICAN SULPHURIC ACID PRACTICE. By Philip DeWolf and E. L. Larison. With a special chapter by W. M. LeClear. First Edition. 8 vo., 270 pages. McGraw-Hill Book Co., New York, 1921.

An intimate treatise on the American sulfuric acid industry covering present commercial practice from a technical point of view. The treatment is quite thorough and touches all the recent developments in plant and apparatus in the industry. Apparently the present first edition was rather hurriedly written as a number of minor omissions have been noted in the text. However considering the fact that this is the only publication from a technician's point of view in English, the authors have made a valuable addition to plant literature. Undoubtedly the minor defects of the present work will be corrected in an early revision. The book is neither a laboratory manual nor a scientific treatise, but deals at length with the sulfuric acid processes from the point of view of the foreman of the plant whose duties require that he know more about "how" than "why." A complete list of the sulfuric acid plants of the country is included in the text which adds materially to its value.

WORK OF REVENUE BUREAU CHEMISTS

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 7.—The Commissioner of Internal Revenue, David H. Blair, in his annual report just made public has the following to say in regard to industrial alcohol, the chemical division of his Bureau, and the narcotic field force:

"This division was organized Oct. 15, 1920, taking over a portion of the work formerly administered by the Division of Technology. The division conducts the chemical work for the Bureau of Internal Revenue and administers the industrial alcohol provisions of Title III of the National Prohibition Act. It also administers certain work in connection with distilled spirits under internal revenue laws, such as the control of distilleries, bonded warehouses, storekeeper gaugers' assignments, and other miscellaneous details. The work of the division is carried on in two sections—The Chemical Section and Industrial Alcohol Section.

"A total of 39,474 samples were analyzed by the Washington and branch laboratories during the fiscal year, an increase of 13,580 samples over the previous year. These samples comprised butter, oleomargarine fats and oils, narcotic drugs, fermented beverages, distilled spirits, denatured alcohol, medicinal preparations, etc.

"During the year 70 industrial alcohol plants, 76 bonded warehouses, and 65 denaturing plants qualified for the production, storage, and denaturation of alcohol under Title III of the National Prohibition Act. Two grain distilleries, two rum distilleries, and 20 fruit distilleries qualified for the production of distilled spirits other than alcohol for nonbeverage purposes.

"Under Title III of the National Prohibition Act, the use of alcohol free of tax was extended, with a consequent increase in the number of permits issued. The following statement shows the number of permits issued for the withdrawal of alcohol free of tax by the United States, States, municipal subdivisions, hospitals, colleges, and scientific laboratories during each of the fiscal years 1920 and 1921. Under sections 3297 and 3464, R.S., 3,047 permits were issued in 1920 and 26 in 1921. Under regulations No. 61, 490 were issued in 1920, and 3,053 in 1921. The number of bonded manufacturers using specially denatured alcohol increased from 1,395 for the previous year to 1,761. Notwithstanding the small force of narcotic inspectors assigned to the enforcement of the Harrison Narcotic Act during the year, results obtained have been extremely gratifying.

"The matter of controlling international traffic in opium and cocaine was aided by joint regulations agreed upon by the Secretary of State, Secretary of Treasury, and Secretary of Commerce, under section 6 of the act approved January 7, 1914. The regulations limit the exportation of opium and cocaine and any salts, derivative, or preparations of either, only to those countries which have laws regulating the handling of narcotic drugs, and in addition the exportation is permitted only upon proper certification as to the qualifications of the purchaser.

"Results obtained from closing 44 narcotics clinics formerly operated in the United States have been most gratifying. This action has been indorsed by the highest medical authorities. The closing of these clinics which were found to be a menace to society as a means of perpetuating addiction rather than relieving the situation, again directs attention to the urgent necessity for the enactment of some measure whereby a systematic study and treatment of addiction by the Federal Government can be put into effect."

QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Aetna Expl.	10	10 1/4	Heyden Chem.	1 1/4	2
Aetna Expl., pf.	67	69	H'k Electro.	55	65
Air Reduction.	39 1/2	40	H'k Electro., pf.	60	70
Allied Chem. & D. 56 1/2	57		Int. Agricult.	7	8 1/2
*Allied Ch. & D., pf. 100	101		Int. Agricult., pf.	36	37
Am. Ag. Ch.	31 1/2	32	*Int. Nickel.	11 1/2	12
*Am. Ag. Ch., pf.	60 1/2	61	*Int. Salt.	43	60
Am. Chicle.	8	9	K. Solvay.	60	60
Am. Chicle, pf.	35	40	*Mathieson Alk.	19	23
*Am. Cot. Oil.	21	22	Merck & Co., pf.	65	70
*Am. Cot. Oil, pf.	46	49	Merrimac.	77	79
Am. Cyan.	15	20	Mulford Co.	45	50
*Am. Cyan., pf.	35	45	Mutual Co.	150	...
*Am. Druggists S.	5	5 1/2	*National Lead.	80	81
Am. Glue.	40	45	*National Lead, pf. 105	106	106
Am. Glue, pf.	65	70	N. J. Zinc.	124	125
*Am. Linseed.	32	33	Niag. A., pf.	96	100
*Am. Linseed, pf.	59	60	Parke, Davis & Co. 83	83 1/2	84
*Am. Malt.	12	13	Penn. Salt.	65	67
*Am. Zinc.	11	11 1/2	People's Gas, Chi. 8 1/2	82	82
*Amer. Zinc, pf.	35	36	Procter & Gamble. 676	685	685
Atlas Powder.	110	115	Procter & Gam., pf. 101	101 1/2	101 1/2
Atlas Powd., pf.	69	72	Rollin Ch.	50	60
British Am. Chem.	1	...	Rol. Ch., pf.	80	90
By. Prod. Co.	65	65	Royal Baking Po.	83	89
Carborundum.	135	135 1/2	Royal Bak. Po., pf. 85	87	87
Carborundum, pf.	116	116	Sherwin-Williams. 520	540	540
Caslon Co.	30	45	Stand. Ch.	90	100
Celluloid Co.	104	104 1/2	Swan & Finch.	40	50
Celluloid Co., pf.	106	106 1/2	*Tenn. C. & Chem.	10	10 1/2
Ches. Mfg.	185	195	Tex. Gulf. Sul.	27	27 1/2
Ches. Mfg., pf.	103	104	Union Carbide.	46	46 1/2
*Corn Products.	88 1/2	89	Union Sulphur. ....	...	...
*Corn Products, pf. 108	108 1/2	108 1/2	*Un. Drug.	71	72
*Davison Chem.	51	51 1/2	*Un. Drug, 1st pf. 43	45	45
Dow Chem.	200	200	*Un. Dyewood.	56	60
Dow Ch., pf.	103	103	*Un. Dyewood, pf. 94	96	96
Du Pont.	101	104	*Un. Gas, Imp.	33	33 1/2
Du Pont, pf.	69	71	Un. Gas, Imp., pf. 49 1/2	50	50
*Freepont, Tex. Sul. 15 1/2	15 1/2	15 1/2	U. S. Gypsum. ....	...	...
*Freep. Tx. Sul. pf. 91	93	93	*U. S. Indus. Al.	36 1/2	37
Grasselli.	130	130	*U. S. Indus. Al., pf.	85	85
Grasselli, pf.	90	95	*Va.-Car. Ch.	29	30
Hercules, Powder. 135	140	140	*Va.-Car. Ch., pf.	72	73
Hercules, Powd., pf. 87	90	90	*V. Vivaudou.	7	7 1/2

*Listed on New York Stock Exchange

The Sherwin-Williams Co., Ltd., of Montreal, Canada, reports for the year ended Aug. 31, operating profits of \$255,021, against \$1,281,339 in 1920 and \$990,919 in 1919. There was charged for depreciation \$80,875, bond interest amounted to \$123,917 and taxes, etc., to \$4,481, leaving a balance of \$45,748, against \$973,660 in 1920 and \$590,519 in 1919.

The Auction Salesrooms in Vesey st., New York, sold 214 shares of stock of the Connecticut Chemical Co. last week, at 25 cents a share; 100 shares of New Almaden Quicksilver Mines Corp., preferred stock, and 75 shares of common stock at \$10 for the lot; 7,200 shares Quindio Mercury Mines, Ltd., for \$18 for the lot.

The directors of E. I. du Pont de Nemours & Co., have declared the usual quarterly dividend of 2 per cent on the common stock, payable Dec. 15 to holders of record Dec. 5 and the regular quarterly dividend of 1 1/2 per cent on the debenture stock, payable Jan. 25 to holders of record Jan. 10.

The American Smelters Securities Co. has declared the regular quarterly dividends of 1 1/2 per cent on the preferred class A shares and of 1 1/4 per cent on the preferred class B shares, both payable Jan. 2; books close Dec. 12 and reopen Dec. 22.

The E. I. du Pont de Nemours Powder Co. has declared the usual quarterly dividends of 1 1/2 per cent on the common and of 1 1/4 per cent on the preferred stock, both payable Feb. 1 to holders of record Jan. 20.

The Union Carbide & Carbon Co. has declared the regular quarterly dividend of \$1 a share, payable Jan. 1 to holders of record Dec. 8.

The National Aniline and Chemical Co. has obtained a judgment for \$5,062.31 against the Taylor Chemical Co., Inc.

NEW EXPORT BILL OF LADING RULES

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 7.—Rules and regulations were issued by the Interstate Commerce Commission prescribing the form of the through export bill of lading to be issued by carriers subject to the Interstate Commerce Commission Act, in connection with ocean carriers of American registry from points in the United States to foreign countries. Carriers are required to put in force the new rules on or before Feb. 15, upon not less than five days' notice.

The inland carriers, and particularly the Eastern carriers, challenged the power of the Commission to do more than prescribe the form as distinguished from the substance of the bill of lading. The Commission, however, stated in its opinion:

"We are of the opinion that our power to prescribe rules and regulations, not inconsistent with the (Interstate Commerce) Act, which shall constitute and determine the form of the bill of lading, covers the terms or tenor of that instrument and, as to the transportation delivery to the ocean carrier, is adequate and complete. And the intent of Congress to require a uniform through export bill of lading and to have the terms thereof prescribed by us, seems clear."

New Incorporations

Cyrus Chemical Co., South River, N. J., capital \$20,000. James R. McCoy, A. L. Giles, Cyrus Butler, South River.

Pittman Chemical Co., Birmingham, Ala., F. M. Pittman, president; R. L. Lange, vice-president; M. I. Pittman, secretary.

Arrowhead Fertilizer Co., San Bernardino, Cal., capital \$40,000. Royal Miller and C. E. Grier, Upland; William Frahm, San Bernardino.

Golden State Color & Chemical Works, Long Beach, Cal., capital \$25,000. R. I. Buffam, 848 Elm ave.; Jas. V. Nevin and John S. Reardon.

Eucalyptus Products Co., San Francisco, Cal., capital \$25,000. To manufacture eucalyptus oil. R. G. Hudson, H. Orr, J. Sheriffs.

Pearl Oil Co., Inc., Jamestown, N. Y., capital \$100,000. Oil, salt and sulfur. P. W. Goodwin, Jamestown.

Free Chemical Co., Inc., Montclair, N. J., capital \$50,000. Plant 460 Bloomfield ave.

Koury Calcium Co., Wichita Falls, Tex., capital \$100,000.

Frank G. Alden, Manhattan, capital \$250,000. Cocoa beans. F. G. Alden, F. J. Barret, M. B. Hancock. Attorney, F. Stewart. 25 Broad st.

Essex Products Co., Belleville, N. J., capital \$125,000. Chemicals. Howard B. Lewis, Harry V. Fisher, Newark; Dora Walz, East Orange.

Lamson Asphalt Chemical Co., Dover, Del., capital \$150,000. Incorporated by U. S. Corporation Co., Dover.

Kew Mfg. Co., Dover, Del., capital \$150,000. To make dyeing and cleaning machines. Incorporated by Corporation Service Co., Wilmington, Del.

M. C. S. Chemical Corp., Jersey City, capital \$50,000. Morris B. Dorman, E. Burke Finnerty, Frank W. Hastings, Jr.

Capital Increases—Menhaden Products Co., Wilmington, from \$500,000 to \$3,500,000.

Sun River Chemical Co., New York, from \$300,000 to \$400,000.

Name Changes—Non-Tox Chemical Corp., to Craig Chemical Corp., Washington, D. C.

Ideal Advertising Match Co., Manhattan, to Sun Match Corp.

Designations—Algemeene Norit Maatschappij, Netherlands, decolorizing carbon, capital 5,000,000 guilders. Representative, G. H. Nettleton, 25 W. 43rd st., New York.

The Allied Chemical & Dye Corporation has declared the regular quarterly dividend of 1 1/4 per cent on its preferred stock, payable Jan. 3 to holders of record Dec. 15.

The American Can Co. has declared the regular quarterly dividend of 1 1/4 per cent on the preferred stock, payable Jan. 2 to holders of record Dec. 16.

A judgment for \$171.50 has been entered against Bachmeier & Co. in favor of P. S. Karten.

The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Chemicals, Pages 1222-1223.

PRICES FIRMER ON IMPROVED OUTLOOK

Demand for Alkalis for Japan Develops—Copper Sulfate Advanced Owing to Higher Price of Copper—Arsenic and Imported Lithopone Lower—Prussiate of Potash Very Strong—Resale Caustic Soda Lower on Spot.

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

Copper Sulfate, 25c cwt.

Declined

Lithopone, (impt.), ½c lb. Soda Caustic, (resale), 5c cwt.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial	lb. \$10	\$10	\$10	\$10½
Sulfuric Acid, 66 deg.	ton 17.00	17.00	17.00	20.50
Bleaching Powder Works. 100 lbs.	2.25	2.25	2.25	4.00
Copper Sulfate	100 lbs. 5.55	5.25	5.00	6.00
Potash, Caustic	lb. .05½	.05½	.05	.16
Saltpetre, gran.	lb. .07¾	.07¾	.09¾	.11¾
Soda Ash, 38 p.c.	100 lbs. 1.85	1.85	2.15	1.90
Caustic Soda, 76 p.c.	100 lbs. 3.85	3.90	3.90	3.80
Potassium Bichromate	lb. .10½	.10½	.11	.22
Average	3.439	3.411	3.423	4.089

Trading in heavy chemicals during the week has been routine with buyers unwilling to take on supplies for the present on account of the approach of the inventory period. The decline of the dollar in the foreign exchange market, and the consequent relative rise of other currencies, point to improved conditions in foreign trade: The actual change has not been very pronounced, but nevertheless improvement has been noted especially in Japanese trade. The import situation is little changed although values abroad are showing an upward trend. The attitude of the trade here is becoming gradually more hopeful, and the fact that, for the moment, buyers are not interested is not considered significant, but is rather in line with past experiences. Contract business for 1922 is proceeding in an orderly manner and manufacturers have reason to look forward to next year as a boom year compared with any except the war years.

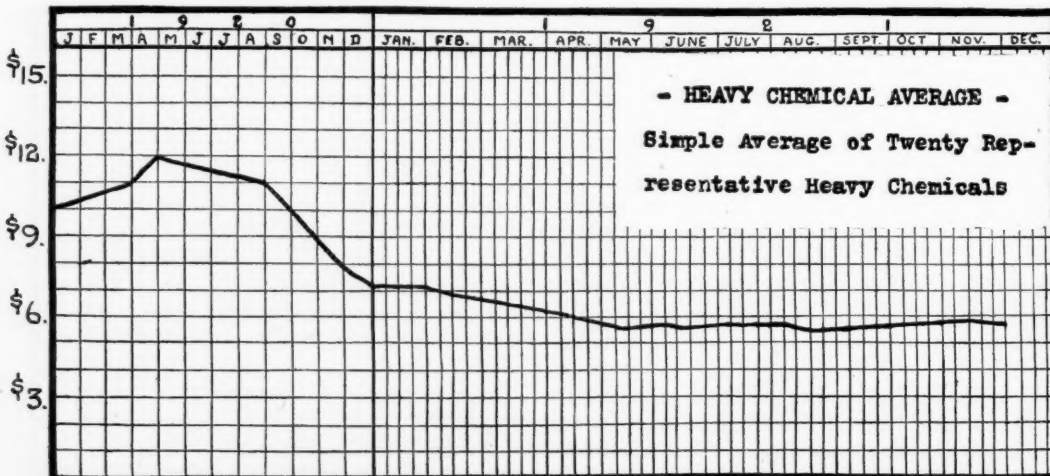
Prices generally have been a bit firmer although actual trading interest has been slow. Makers have advanced copper sulfate on the higher price of copper. Arsenic is selling lower here than the German syndicate price in Hamburg. Imported lithopone is to be had lower, but as yet no satisfactory sources have been found abroad by importers. Resale caustic soda is lower on the spot following the weak trend since the announcement of contract prices. Export demand has been noted during the week for alkalis to Japan. Prussiate of potash is very strong at the recent advance. Yellow prussiate of soda has been sold below the market recently by importers who forced sales rather than store their imports. Makers of acetate of lime are at variance on price with lower prices quoted in one direction. Imported calcium chloride is offered in the market here well below makers' figures.

Acid, Acetic—Makers are well agreed on a basis of \$2.50 per hundred for 28 per cent acetic in carlots of barrels. At the same time one of the large makers of acetate of lime announces that he is offering it at \$1.75 per hundred. Prices on glacial are at variance although less so than formerly. Quotations are 10c@10¾c per pound according to maker and quantity.

Acid, Mixed—The price basis of 8½c@8¾c per unit of nitric and 1c per unit of sulfuric is firmly held and a fair amount of business is being done at these figures.

Acid, Sulfuric—Makers are holding prices at former levels although rumors of contracts at concessions are heard. Prices on 60° acid in tanks f.o.b. works at \$11.00@12.00 per ton and on 66°, \$17.00@18.00 per ton. Oleum is steady at \$21.00@23.00 per ton for 20 per cent with other grades virtually nominal at recently prevailing figures.

Alum—Ammonia alum is quoted unchanged on a basis of 3¾c@4c per pound for both domestic and imported lump. Importers are finding little encouragement in the present market. Potash alum lump is



quoted by importers at $3\frac{1}{2}c@3\frac{3}{4}c$ per pound and shipment on powdered is offered as low as $3c@3\frac{1}{4}c$. Makers of potash alum are finding little business at their level based on $5\frac{1}{4}c$ per pound for lump.

Ammonium Sulfate—Double bags f.a.s. are to be had at \$2.60@\$2.75 and bulk sulfate at works is quoted at \$2.25 per hundred.

Arsenic—The German syndicate price on arsenic is \$15.00 per 100 kilos f.o.b. Hamburg but in spite of this outside holders are able to offer as low as $5\frac{1}{4}c$ per pound c.i.f. New York. Domestic makers are quoting $6c$ per pound and reports of sales as low as $5\frac{1}{2}c$ are heard.

Bleaching Powder—No change has been noted in the bleach market and prices are quoted at \$2.25@\$2.50 per hundred f.o.b. works according to maker and quantity. Resale domestic stocks could not be located below \$2.50 per hundred spot although imported bleach was offered as low as \$2.10 per hundred ex-dock.

Copper Sulfate—Makers have been forced to raise prices by the sharp advances recently recorded in copper. Present quotations are \$5.55 for small crystals and \$5.65 for large crystals per hundred. Imported copper sulfate is not figuring in the spot market to any extent.

Lithopone—Makers hold their prices at $6c@7c$ per pound according to quantity and brand. Importers name $5c@5\frac{1}{2}c$ per pound but admit that the lithopone offered is not up to the standard of the domestic makers.

Potash, Caustic—Imported caustic is steady at $5\frac{1}{2}c@6c$ per pound. Domestic makers are still out of the market at $8c$ per pound.

Potassium Chlorate—Imported German chlorate powdered and crystals is offered at $5\frac{1}{2}c@6c$ per pound. Swedish stocks on the spot are quoted at $7\frac{3}{4}c@8c$ per pound. Domestic makers are showing no inclination to compete.

Potash Prussiate—Yellow prussiate of potash is very firm at the recent advance to $22c$ per pound. Red prussiate is steady at $26c@28c$ per pound.

Soda Ash—Spot business among resellers has slowed up considerably but no price cuts below \$1.85 per hundred have been noted. Makers hold to \$1.47 $\frac{1}{2}$ @\$1.50 per hundred basis 48 per cent f.o.b. works for contracts.

Soda, Caustic—Sales as low as \$3.85 per hundred on the spot have been noted during the period and resale lots of off standard brands are said to have taken place well below this level. Makers' prices are \$2.90@\$3.00 per hundred basis 60 per cent f.o.b. works for contracts.

Sodium Bichromate—Makers quote $8c$ per pound but contracts have been signed at $7\frac{1}{2}c$ and rumors state that $7\frac{3}{4}c$ has been done.

Sodium Nitrate—The sale of government surplus stock during the week was expected to upset the market but no such effect was noted here. Prices at the sale ranged from \$38.00 per ton at Little Rock to \$46.50 per ton at Springfield, Ill. The spot market held at \$2.25@\$2.30 per hundred. Interest in the government sales was especially active at Philadelphia where more than 100 bidders appeared.

Soda, Prussiate—Prices are quoted at $14\frac{1}{2}c@14\frac{3}{4}c$ per pound on the spot although sales are said to have been made during the week by importers who were unwilling to risk warehousing their imports as low as $14\frac{1}{4}c$ per pound or lower ex-dock. Demand has continued active.

JAPAN SHORT OF MANY CHEMICALS

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokyo, Japan, Nov. 3.—With the return of fair weather, inland transportation has recovered and freight piled up in railway yards is being forwarded steadily. Warehouse production has been restored to normal. This has revived the chemical market which has been handicapped by slow moving freight. Although large buyers are remaining out of the market, it is hoped that the winter buying will see their return. Dealers are maintaining prices for commodities in short supply. Rosin and glue have advanced in price. American rosin is quoted at Yen 8.20 a picul with tare. In October American rosin was freely offered at Yen 8 a picul. Shellac which in October was offered at Yen 185 a picul is now Yen 190.

Caustic soda which also is in short supply is stronger in price as the Japanese alkali manufacturers are reported to be restricting production. Acids are showing few fluctuations with the exception of muriatic acid. Acetic acid is devoid of strength as a result of the growing decline in consumption. The price is virtually stationary, glacial 95 per cent being quoted at Yen 30 per 100 pounds. Nitric acid is also stationary in price, and is quoted at Yen 11 per 100 pounds. This acid has been offered by some holders at Yen 10.75 per 100 pounds. Sulfuric acid is strong, but its strength is founded on the attitude of the producers. Holders quote Yen 4.40 per 100 pounds for 65 per cent. It is believed this price will be maintained for some time. Muriatic acid is quoted at Yen 6.30 per 100 pounds.

Most potashes are stationary. Muriate of potash is the weakest, as stocks held are too heavy for the market to absorb. It is quoted at Yen 21 for 112 pounds, whereas at this time last year it was sold freely at Yen 32 for 112 pounds.

The Board of United States General Appraisers has ruled that hydrosulphite of soda, imported by Kuttroff, Pickhardt & Co., Inc., was correctly assessed for duty by the Collector of Customs at the rate of 15 per cent ad valorem under the provision in Paragraph 5 of the tariff law for chemical compounds. The importers claimed that duty should have been assessed at $\frac{1}{4}c$ per pound under Paragraph 67, Schedule A, of the present tariff law.

Prof. Marston T. Bogert, of Columbia, says the rush of students desiring to study chemistry has outstripped the University's facilities. This year instruction will be given to 576. In 1908 there were only 85 students in this course. A new building is to be built for the Department of Chemical Engineering and to provide space for expansion in the Department of Chemistry.

Prices of tin advanced in the New York market on London cables and higher exchange rates. Straits tin was held at 31 cents. Standard grades in London advanced £1 7s 6d for spot to £164 12s 6d, and £1 2s 6d for futures to £166 5s.

The Chemical Products, Ltd., which recently erected a large fertilizer plant at Trenton, Ont., has received a shipment of 2,000 tons of sulfur from Virginia and 7,000 tons of phosphate rock from Florida.

The Nashville Industrial Corporation, Jacksonville, Tenn., has recently issued Bulletin 14 showing the plant apparatus and supplies which they offer from the salvage of Old Hickory Works.

The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 1208-9

MAKERS ADVANCE SALICYLATES AGAIN

Aspirin Up To 70c—Acid Also Higher—Methyl Salicylate Advanced—Threaten Rise in Mercurials and Bismuth Preparations—Motor Ether Cut—Ammonium Bromide Cheaper—Caffeine Weakens Further.

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Acid Acetylsalicylic, 5c lb.	Bismuth, Metal, 5c lb.
Acid Salicylic, 2c lb.	Chloral Hydrate, 10c lb.
Barbital, 30c oz.	Iodine, Tinct., 15c gal.
Methyl Salicylate, 5c lb.	Sodium Salicylate, 2c lb.
Mercury, \$2 flask	
Declined	
*Ammonium Bromide, 4c lb.	Ether, Motor, 2c lb.
Caffeine Alkaloid, 10c lb.	Licorice Mass, Pd., 2c lb.
Caramel, 5c gal.	Potass. Bicarbonate, 1c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid	\$.33	\$.33	\$.33	\$.40
Acid Citric, resellers .....	.44	.44	.45	.45
Caffeine, Alkaloid	4.25	4.35	4.50	6.75
Calomel, American .....	.82	.82	.82	1.10
Camphor, Jap., ref. ....	.90	.90	.87	.95
Iodine, Resublimed	3.50	3.50	3.50	4.00
Menthol	4.75	4.75	4.75	4.00
Morphine Sulfate	4.80	4.80	4.80	5.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.47
Quinine Sulfate, Import .....	.68	.68	.67½	.70
Sodium Salicylate .....	.30	.28	.25	.50
Strychnine Sulfate	1.15	1.15	1.15	1.55
Average	1.87	1.88	1.89	2.19

A few significant price revisions have been made by manufacturers during the week, the change in each case being an advance. The group of salicylates has been the chief feature of interest, movements in the acid, sodium salicylate, methyl salicylate, and lastly, aspirin, not finding all manufacturers in accord on the prices. For some time past, heavy stocks and keen competition have held the salicylates below the cost of production based on the present price of phenol. An improvement in the position of the leading manufacturers has naturally been followed by higher prices. The

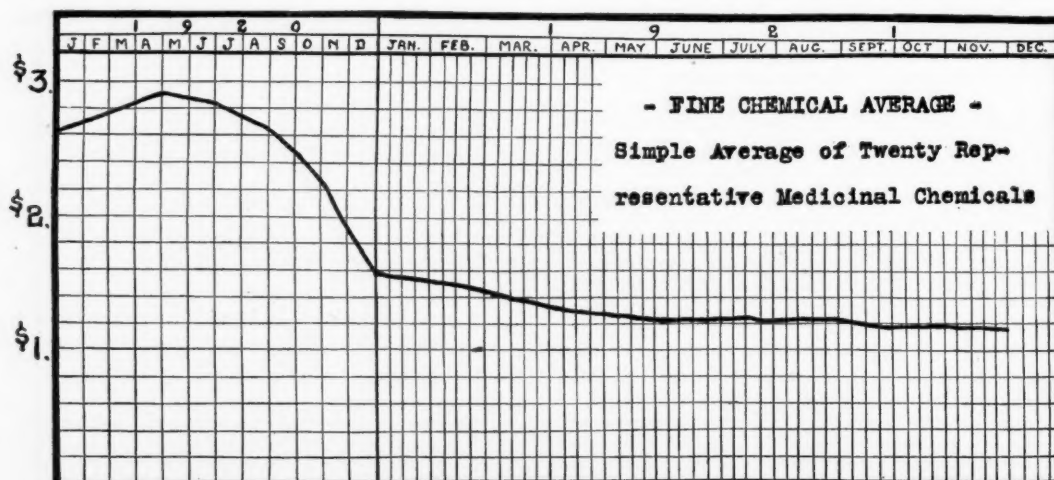
mercurial and bismuth preparations, more particularly the former, appear to be in line for an upward move on the part of makers owing to the recent rise in both metal prices. Quinine is another product which appears lined up for higher prices. If the shipment position of cod liver oil is a gauge, the spot market is looking upward.

The spot market is generally dull with consumer demand confined to much smaller proportions than was noted a month ago. Although demand is slack, and according to the manufacturers themselves, likely to continue so for the next month the products which are attracting the most attention, tend to move up rather than down, salicylates, mercury, bismuth, quinine, and one or two others composing this group. Loss in values has been slight when compared to the reduced status of demand. Caffeine is cheaper, and still weak. Low priced lots of ammonium bromide are offered on spot and abroad. Manufacturers have jacked up chloral hydrate prices. Quicksilver is up again this week. Imported bicarbonate of potash is lower.

Acid Acetylsalicylic—Manufacturers of acetylsalicylic acid have again advanced their prices to a basis of 70c per pound owing to the recently announced higher price for salicylic acid. Manufacturers have the situation well in hand at this time, resale stocks having been depleted for some time.

Acid Citric—The demand continues of the small routine variety and with heavy spot holdings finding the channels to consumers rather stagnant, the market here is naturally weak and under pressure. However, prices remain at 44c a pound for imported crystals in kegs on spot, and, although there may be shading on the inside, open figures appear steady at this level, American makers adhere to 47c a pound.

Acid Salicylic—A leading manufacturer of salicylic acid raised his price last week to a basis of 24c a pound for U.S.P. goods, being followed shortly thereafter by other big makers. Early this week one of the big producers had not yet come into line, but still quoted on



a basis of 22c. Since that time, however, all makers stand on a parity at 24c. Sodium salicylate is also up from 28c to 30c a pound for U.S.P. Methyl salicylate up 5c to 40c a pound from makers.

Alcohol—Prices are unchanged. Denatured is firmly held by producers at the figures quoted last week, 45c@47c a gallon for No. 6, and 46c@48c for No. 5. Wood alcohol continues a weak spot at 60c@65c a gallon for barrels, and 57c for drums. Tuesday's cables from London report a lower market there. Ethyl alcohol is unchanged on a basis of \$4.80 a gallon, 190 proof, barrels or drums.

Bismuth—Indications are that producers have raised prices for the metal to an inside position of \$1.75 a pound. Some goods may still be available here at \$1.70, however. This additional advance in metallic bismuth further strengthens the position of the preparations, and an advance by manufacturers is not unlikely.

Bromides—Lots of ammonium bromide, imported, are offered here at materially lower prices. Spot goods now quoted down to 16c a pound ranging to 18c. Potassium bromide held at 14c@15c a pound for imported, while sodium holds at 16c spot. American makers still name 19c for potash, 20c for sodium, and 28c for ammonium bromide.

Caffeine—A small manufacturer is offering out supplies of caffeine alkaloid in competition with imported goods at \$4.25 a pound. The present demand is very slack and prices still tend to sag under competitive pressure. Leading makers are naming \$4.75 a pound basis ranging up to \$5.25 for the alkaloid. Minor preparations unchanged.

Camphor—The spot situation is unchanged with demand steady and spot stocks of Japanese refined reduced. Prices are unaltered at 90c@92c a pound for Jap refined slabs in cases on spot. Small sizes at 96c@98c a pound. American refiners adhere firmly to 92c a pound bulk basis in barrels. Tuesday's cables from London report further advances there in both English refined gum and the Japanese refined.

Chloral Hydrate—With the elimination of a great part of the cheap imported stocks which had been held on spot up until recently, the situation has firmed up materially, and American manufacturers have boosted prices ten cents a pound. Now quoted bulk basis at 85c in 100 pound lots; 100 pounds in 25 pound jars, 86c a pound. Smaller sizes ranging upward.

Cod Liver Oil—Although 1,057 barrels of Norwegian oil were brought in here last week, much of the goods had been contracted for in advance. Spot supplies are plentiful, and demand is steady. Particularly during the past few days, holders report considerable buying on speculation owing to the \$20 shipment figure from Norway. Spot Norwegian oil at \$17.50@18.50 a barrel spot as to brand. Newfoundland reports inability to compete with the low price of Norwegian.

Creosote—A maker has reduced creosote, U.S.P. from 50c to 45c a pound, although this is still above the 40c level of the outside market.

Ether—Manufacturers have reduced motor priming ether to a basis of 26c a pound for one pound tins in hundred pound lots. In 500 lb. lots, 25c a pound. Other grades unchanged, U.S.P. at 14c bulk basis.

Glycerin—Firmly held by refiners at 15c a pound for C.P. in drums although outside lots can still be purchased at 14½c. Sales have been reported at both these figures by the sellers. In cans on spot, 16c a pound is still named.

Iodine—The firmer position of crystalline iodine is reflected in a higher price for tincture iodine, barrels now being held at \$3.75@3.85 a gallon for U.S.P., as

to seller. Kegs and carboys at \$3.85@3.95. The tightness of potassium iodide presages an advance. Firmly held at \$2.60 a pound.

Mercury—The sharp rise in Italian exchange and the firmness on spot have brought out higher prices. Inside for spot metal is now \$47.00 a flask with \$48.00 named. Demand is at a standstill, and supplies here are large but this apparently does not prevent holders from playing their little game. Of course, landed costs are much higher, and spot figures are only in line with replacement. The trade is apparently looking for an advance in mercurials.

Potassium Bicarbonate—Imported lots, U.S.P., offered cheaper on spot at 8c@10c a pound.

Potassium Permanganate—Easy here and abroad. Spot at 15c@16c for U.S.P., imported. Hamburg names \$25.50 per 100 kilos, which means about 11½c a pound f.o.b.

Quinine—Supplies are further reduced and some holders of imported sulfate are demanding 70c an ounce in hundreds. Importers still quote 68c an ounce in some quarters for open market lots, but it is not known, however, how long the available goods will last. Steady domestic routine demand coupled with some export, has brought spot goods close to depletion. Makers and sales representatives for foreign producers quote 70c an ounce for sulfate in 100 ounce tins without change. Are securing large part of the domestic business according to reports.

NEW ALCOHOL LABEL REQUIREMENTS

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 7—The Commissioner of Internal Revenue has issued the following announcement regarding labels for containers for alcoholic solutions;

Regulations 60, issued pursuant to the National Prohibition Act, are hereby amended as indicated below, the amendments to be effective December 15, 1921.

Section 67 of Article XI, pertaining to the use of intoxicating liquor in the manufacture of alcoholic medicinal preparations and other alcoholic compounds, shall read:

Sec. 67. (a) Preparations manufactured under authority of this article may not be sold or used as beverages or for intoxicating beverage purposes, or under circumstances from which the seller might reasonably deduce the intention of the purchaser to use them for such purposes.

(b) Any product manufactured with specially denatured alcohol under a permit issued by a Collector of Internal Revenue pursuant to Regulations 61, and held out as rubbing alcohol, bathing alcohol, or as similarly adapted to external uses, must be put up and sold by the manufacturer thereof, in the containers or packages in which it is to be delivered to the ultimate consumer. Such a container or package shall not exceed one pint in capacity.

Three new paragraphs to be known as paragraphs (d), (e), and (f) shall be added to Section 95, Article XVIII, which pertains to the labeling of liquor, as follows:

(d) By Title II, Section 4, of the National Prohibition Act, certain articles, after having been manufactured and prepared for the market are exempt from the provisions of the Act. When such products are manufactured under permit for marketing under labels and advertising of a person other than the manufacturer, whether such other person holds a permit or not, the manufacturer must place on each container a label bearing the symbol and serial number of the permit, as for example, "Mass. H-17." If the person by whom the product is marketed transfers it to other containers for sale, he must likewise affix to each container a label similarly showing the symbol and serial number of the permit of the actual manufacturer. When a preparation is manufactured under a permit issued by a Collector of Internal Revenue pursuant to Regulations 61, any bulk or other container thereof must bear a label showing the Collection District by state and number and the permit number as, for instance, "2 N.Y.-17." It is not necessary that a separate label be used to show the information required by this paragraph, if such information is clearly shown on any label containing any other information or statements.

(e) No other matter may be substituted for any statement or showing required by these regulations. A statement that no Government tax is required for sale; that the product conforms to the requirements of the National Prohibition Act, etc., is not sufficient and will not be accepted in lieu thereof. No statement without qualification that a formula has been approved by the Government may be made. If any statement relative to the approval of the formula appears, it must be made entirely clear that the approval relates solely to the unfitness of the preparation for beverage purposes.

The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 1214-1215.

NAPHTHALENE CONTRACT PRICES FIXED

Reduction Announced to $6\frac{1}{2}$ Cents for Flakes and $7\frac{1}{2}$ Cents for Balls—Price Cutting Evident in Benzidine and H Acid—Aniline Oil Makers In Ruinous Competition—Spot Phenol Scarce and Higher

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Phenol, 1c lb.	
Declined	
Aniline, $\frac{1}{8}$ c lb.	Benzidine Base, 5c lb.
	Naphthalene (Contract), 1c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P. gal.	\$.27	\$.27	\$.27	\$.35
Naphthalene, flake lb.	.06 $\frac{1}{2}$	.06 $\frac{1}{2}$	.07	.08
Phenol lb.	.10	.10	.09	.11
Xylene, 10 degrees gal.	.35	.35	.35	.45
Toluene, pure gal.	.28	.28	.28	.35
Aniline Oil lb.	.17	.17 $\frac{1}{2}$	.18	.22
Benzaldehyde lb.	.45	.45	.45	.45
Betanaphthol, dist. lb.	.30	.30	.30	.42
Paranitroaniline lb.	.77	.77	.77	1.05
o-Toluidine lb.	.25	.25	.25	.27
Average	0.300	0.300	0.300	0.374

The apparent cessation of price cutting last week seems to have been only temporary. Business still lags, and producers are sufficiently anxious to get as much as possible of the business that is moving to cut prices to ruinous levels. The apparent peace of last week seems to have been only an armistice as the campaign has shifted to other quarters. Beta-naphthol and para-nitroaniline have lost their recent pronounced weakness as price cutting has been directed at benzidine and H acid. Aniline oil is still prominent in the price war. Contract business for 1922 is failing to show up as might have been expected and consumers are demanding such thorough protection on contracts that the producers are showing no desire to force an issue which might result disastrously to themselves. In crudes contract prices have been announced on naphthalene, but refiners are still unable to offer freely enough to

justify similar announcements on other crudes. Considering the general feeling of uncertainty as to price on intermediates as a group and the possibility of final settlement of the tariff question before the end of the year, consumers are showing little or no interest beyond nearby requirements in their intermediates or dyes.

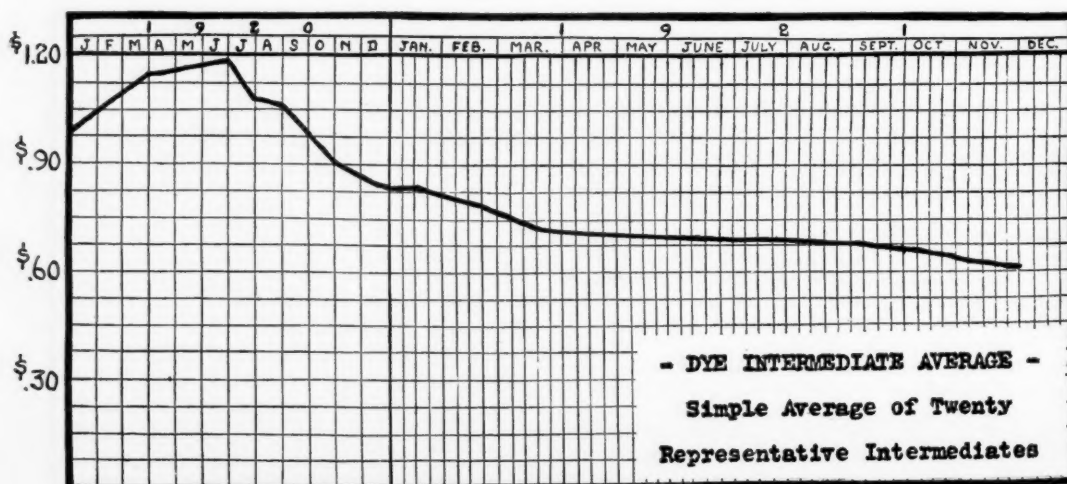
Prices are generally soft. The announcement of a reduction in prices on naphthalene contracts for the coming year has been the principal point of interest in the week's trading. Makers of aniline oil are still cutting prices although some factors are holding out now rather than be involved in what is apparently becoming ruinous competition. Benzidine base has received attention from price cutters and is openly quoted lower although it is admitted that business has been put through during the week far below the quoted level. Some attention has been directed to H acid which is weaker in consequence. Phenol on spot is scarcer and higher.

Coal Tar Crudes

Benzene—Refiners report that demand continues to grow faster than the supply, and that, in spite of the much greater amount of benzene available than recently, lack of supplies is still hampering business to a marked extent. Prices are held at former levels and no attempt has been made to arrive at a definite contract basis for 1922 business on account of the many uncertain factors in the situation. Pure benzene is quoted at 27c @ 33c per gallon in tank cars and drums, and 90 per cent benzol is still held at 25c @ 31c per gallon on the same basis, although the latter prices are subject to some variation as to location.

Naphthalene—Refiners are holding their prices for limited prompt business on a basis of $7\frac{1}{2}$ c @ $8\frac{1}{2}$ c per pound for flake. However, 1922 business is being done at $6\frac{1}{2}$ c @ $7\frac{1}{2}$ c per pound for flake and $7\frac{1}{2}$ c @ $8\frac{1}{2}$ c per pound for balls according to quantity. Interest on the part of consumers since the reduction is not as good as expected. Resale naphthalene at present is becoming scarcer but in spite of this it has been necessary for resellers to reduce their prices to $6\frac{1}{2}$ c per pound on spot.

Phenol—Interest from Japan continues in fair vol-



ume and spot stocks are becoming tighter. It is possible that 10c per pound can still be done for odd lots large drums on the spot but the general asking price is now 11c and higher according to seller and quantity. The government surplus price of 12c@17c per pound according to quantity is still held firm and quantity orders can be placed at the lower figure.

Toluene—Consumers are showing little interest and refiners are making no effort to push sales. Prices are quoted on the former level of 28c@34c per gallon in tank cars and drums and no 1922 contract prices have been named as yet.

Intermediates

Acid, Anthranilic—Prices are quoted by makers at former levels with little actual business being done. Pure acid is quoted at \$1.30@\$1.40 and technical at \$1.10@\$1.20 per pound according to makers and quantity.

Acid, Benzoic—Demand is slow for technical benzoic and prices are quoted unchanged at 50c@60c according to grade.

Acid, Gamma—Makers are still at variance on prices and quote \$2.25@\$2.70 per pound according to brand.

Acid, H—Price cutting is evident in H acid although on the limited business going on now open quotations are unchanged at \$1.00@\$1.05. Rumors of prices at 95c and even as low as 90c are heard but lack confirmation.

Acid Naphthionic—Makers hold their openly quoted prices at 65c@70c per pound for crude and 70c@75c for refined, but firm business is said to bring out concessions.

Alpha-naphthylamine—Prices of 30c@32c per pound cannot be consistently bettered except on very large contracts with makers and then the concessions are small. A trifle better may be possible with resellers but their stocks are so light as to be almost inconsiderable.

Aniline Oil—Price cutting in several quarters has again forced aniline oil lower. Makers are doing 17c@18c per pound according to brand, and while it is not general, rumors of even lower prices are heard. The tightness of the benzene market is holding costs up in spite of the lower prices recently named on mixed acid, and makers state that selling prices and cost prices are altogether too close together for comfort at present levels.

Benidine—Cutting of prices for orders is becoming a serious factor in the benidine market. Openly quoted prices on base are lower at 90c@98c per pound according to brand and quite definite rumors are heard of sharp cuts below these figures in at least one instance for firm business. Other factors in the trade believe that 90c need not be shaded, in order to get business.

Beta-naphthol—No further price cuts have been heard in beta and the attitude of makers is a bit firmer at 30c@32c per pound. For the moment resellers are offering little.

Para-nitroaniline—The makers' price of 77c@82c per pound is firmer and less tendency to cut prices is noted.

Natural Dyes

Fustic—Solid fustic extract is quoted at 18c@26c per pound by makers according to quality in large lots. Crystals are steady at 24c@26c per pound. Liquid 51° is quoted at 11c@15c per pound.

Hematin—Offers of crystals from resellers are heard at ridiculously low prices when compared with the 20c@27c per pound quoted by makers. The 51° extract is held at 11½c@13½c per pound according to quality.

GERMANS DUMPING DYES IN JAPAN

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokyo, Japan, Nov. 3.—New declines are being registered in the dye trade, not only because of the depressed conditions of textiles, but because of the invasion of European goods. In some products the declines are quite heavy. German dumping has been protested for some weeks and the Japanese Government is considering the problem. It is especially felt by the dye makers. The market is overstocked owing to the increasing importation of German colors, and export business is dead on account of China being supplied by Germany. China is Japan's principal market for the overseas trade. To enhance this unfavorable trend, Japanese textile producers are not buying in spite of the approach of winter.

Prices thought weak have been maintained but are declining. Rhodamine B Extra, which was quoted at Yen 13 a kin at the end of September, is now hardly covered at Yen 12 a kin. Ruling prices of important colors at the end of October are:

	October 26 In yen per kin	September 30
Rhodamine B Extra	12.00	13.00
Fast Red	2.50	2.80
Direct Green	4.00	4.50
Methylene Blue	6.00	7.50
Acid Blue	5.00	5.50
Alizarine Blue	13.00	15.00
Methyl Violet	3.70	3.70
Bismarck Brown	3.90	3.90

OCTOBER IMPORTS OF DYES

Washington, D. C., Dec. 7.—Imports of dyes during October, as announced by the Bureau of Foreign and Domestic Commerce, were as follows:

Countries	Alizarin and Pounds Dollars		Color or Dyes not Elsewhere Specified Pounds Dollars	
	Pounds	Dollars	Pounds	Dollars
Belgium	220	619	1,102	2,586
France	432	319	323	939
Germany	29,787	58,821	67,568	160,491
Italy	1,083	739	9,189	13,535
Netherlands	8,354	15,740	105	287
Switzerland	110	374	126,276	149,337
England	918	1,114	45,356	40,585
Canada .....	...	...	50	91
Japan .....	...	...	80	24
Total	40,804	77,736	250,099	385,905

Countries	Indigo, Natural Pounds Dollars		Indigo, Synthetic Pounds Dollars		Extracts and Decoctions for Dyeing Pounds Dollars	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
Belgium	55	180	...	...
France	5,808	1,128
Germany	2,240	1,232	57	144
Netherlands	22	62
Switzerland	17,917	45,943	...	...
England	992	372	1,507	2,597	60,250	3,685
Scotland	6,845	975
Dominican Republic	5,504	413
Japan	2,171	86
Total	992	372	21,719	49,952	80,657	6,493

The total area sown in British India with indigo is estimated at 237,300 acres, which is 31 per cent above the estimate at the corresponding date of last year. As compared with the final estimate of last year (238,400 acres), the present estimate shows a decrease of 1,100 acres only. The total yield of dye is at present estimated at 41,000 cwts (excluding 1,500 cwts reported by Bombay and Sind), as against 24,800 cwts, the revised estimate at this time last year.

The City Dye Works, Springfield, Mass., has purchased the land and buildings which it has occupied for some time. The consideration was \$25,000.

The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Pages 1217; Naval Stores, Page 1218

COCONUT OIL LOWER IN A WEAK MARKET

Crude Cottonseed Oil Lower in the South—Soya Bean Oil Higher on the Coast—Linseed Oil Weaker Owing to Heavy Imports—Animal Oils Steady—Menhaden Oil Weak

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Linseed, Impt., 2c gal.	Soya Bean, Cst., ¼c lb.
Declined	
China Wood, Shipment, 1c lb.	Cottonseed, Crd., Mills, ½c lb.
Coconut, Ceylon, ¼c lb.	Turpentine, 1c gal.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.42	\$.42	\$.42	\$.80
Degras, American, bbls.	.03½	.03½	.03½	.06
Lard, No. 1.	.67	.67	.67	1.19
Menhaden, crd., bbls.	.33	.33	.33	.40
Neatsfoot, 20 deg. ct., gal.	1.25	1.25	1.00	1.65
Red Oil, distilled	.07½	.07½	.07½	.09½
Stearic Acid, T. P.	.11½	.11½	.11½	.19
Coconut, Ceylon, Dom., bbls.	.09½	.09½	.09½	.14
Cottonseed, crude, tanks.	.06½	.07	.07	.06
Linseed Carlots, bbls.	.67	.67	.65	.79
Olive, denatured	1.15	1.15	1.10	2.85
Peanut, refined	.11	.11	.11	.14½
Soya Bean, bbls.	.09	.09	.08¾	.10½
Average	0.388	0.0.388	0.365	0.644

Interest in oils has been disappointingly dull. Consumers are apparently well satisfied to allow stocks to remain at very low levels for the time being, and it is hardly to be expected that they will take on any considerable lots of oil until after the first of the year. Their requirements at present are exceptionally low, and such buying as has been necessary lately has not been sufficient to encourage sellers in the least. Export orders which were in the market a short time ago have been filled and there has been no inclination to repeat on these. Sellers take the present downward tendency of cocoanut oil, which has been consistently firm, to be indicative of the generally weak tone of the market. Cottonseed oil is unchanged although there seems to be a decided falling off in professional trading. Linseed

oil continues weak under the influence of heavy imports into this market.

Prices on vegetable oils generally lack firmness on lack of interest from buyers. Linseed oil from importers is quoted higher although sales were made during the week at very low prices. Soya bean oil on the Coast is higher in spite of reports of lack of interest from buyers. Shipment prices on China wood oil are lower. Coconut oil is weakening with Manila and Ceylon quoted lower. Crude cottonseed oil is lower in the South but lack of interest has prevented the spot market from following.

Fish oils show no decided change. Menhaden continues weak with odd lots offered below crushers' figures. Cod oil is quite firm at recent levels although only a limited amount of business has been put through.

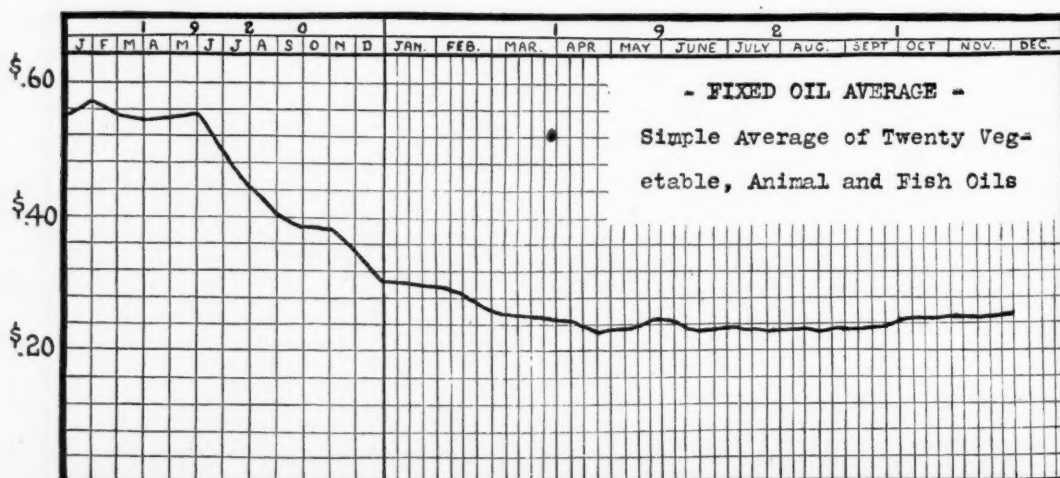
Animal oil prices are steady, although interest has fallen off somewhat from that of last week. Export orders have not come in during the week.

Naval stores are steady, but lack consuming interest. Some buying of low grade rosins has strengthened prices. Turpentine is lower.

Linseed Oil—Crushers' prices are held at 67c per gallon basis barrels in carlots but no large amount of business is being done here at this level at present. Imports continue heavy and sales are said to have taken place as low as 52c per gallon for imported oil. Unquestionably this sale was of off-grade oil however as shipment prices from England have been advanced to 59c@59½c per gallon and spot offers could not be located below 60c per gallon over the week end. The London spot market is higher at 28s 9d per quintal. Antwerp quotes lower at 156 francs per 100 kilos.

Argentine flaxseed is sharply higher at \$1.46 per bushel at Buenos Aires. Duluth quotes \$1.81¼ for Dec. to \$1.86 for May. Winnipeg prices are lower at \$1.69½ for Dec. to \$1.77 for May.

Castor Oil—Castor oil crushers are holding their quoted price on No. 1 oil at 11½c per pound in barrels and offers at 11c are scarcer, although firm business



might be put through with crushers at the lower figure. No. 3 oil is steady at 10½¢@10¾¢.

China Wood Oil—Importers offer December-January shipments lower 12¼¢@12½¢ per pound c.i.f. New York and the spot market is consequently weaker although 14½¢@15¢ was generally quoted for spot barrels. Interest from consumers is low at present.

Coconut Oil—Ceylon and Manila coconut oils are lower in spite of the apparent strength shown until recently. Ceylon barrels on the spot are quoted at 9¼¢@9½¢ per pound against 8½¢ named for tanks. Manila oil is lower on the sale of five sellers' tanks on the Coast at 7¾¢ per pound. Cochin coconut is unchanged but weak at 10¢@10¼¢ per pound in barrels on the spot. Copra on the spot is quoted at 4¾¢ but it is understood that 4½¢ can be done for arrivals.

Corn Oil—Prices are unchanged on the spot and at mills on lack of interest. The mill price basis is 7¾¢@8¢ per pound for tanks and spot barrels are held at 9¢@9¼¢ per pound. Edible corn oil on the spot is held at 10¼¢@10½¢ per pound.

Cottonseed Oil—Lack of interest has prevented the spot market from following the recent decline in crude oil in the South. Crude prices are quoted now at 6¾¢@7¢ per pound in buyers' tanks f.o.b. mills according to location. Prime summer yellow on the Exchange is unchanged but weak at 8¢@9¢ per pound according to position. Even the professional trading of last week has decreased noticeably.

Olive Oil—Denatured olive oil is held firm at \$1.15 per gallon on the spot. Foots are a bit more active at 8½¢@8¾¢ per pound for spot at 8¢@8¼¢ per pound for shipment. Consumers are showing a little interest at these levels.

Palm Oil—No change has been made in quoted prices on palm oils, although interest has been very dull. Lagos oil is held at 7¼¢@7½¢, Niger at 6¼¢@6½¢, and Bonny Old Calabar at 6½¢@6¾¢ per pound.

Palm Kernel Oil—Spot English oil is quoted at 8½¢ per pound and shipment is to be had as low as 8¼¢ per pound.

Soya Bean Oil—Reports of improved business on the Coast lack confirmation. Both the Seattle and San Francisco markets are reported dead. Prices however, are higher with sellers' tanks named at 7½¢ per pound for December shipment. The advance seems to have resulted from a firmer view of the situation taken by factors in the Orient. Spot oil is dull at 9¢@9¼¢ per pound in barrels. Edible is unchanged at 10½¢@10¾¢ per pound.

Fish Oils

Cod Oil—Reports from Newfoundland point to greater firmness on lack of stocks. Prices here are firm but steady at 42¢@44¢ per gallon for barrels according to quantity. Tanks are firmer at 41¢ per gallon.

Menhaden Oil—Odd lot offers f.o.b. mills are still heard at 33¢ per gallon for barrels against a makers' price of 35¢. Tanks are steady at 32¢ per gallon at mills. Refined grades are unchanged at recently prevailing figures.

Naval Stores

Rosin—Some interest has been shown during the week in low grade rosins and spot prices on B to F have advanced 10¢ per barrel. The present price range here is \$5.55 for B to \$7.75 per barrel for WW.

Turpentine—The market has been inactive following a decline early in the period covered to 80¢ per gallon. Savannah prices are quoted at 73¢ per gallon on a dull market. London prices are a shade lower at 69s per quintal.

BONDHOLDERS TAKE OVER MUSER PLANT

Baltimore, December 7.—The Baltimore Trust Co., representing the bondholders of the business property of Muser & Co. manufacturer of Pompeian Oil and other compounds, Highlandtown, Baltimore, have bought in the plant, real estate, equipment and good will at receivers' sale for \$300,000. The trade-marks "Pompeian" and "Romanza" were included in the sale, which is by virtue of a decree of the United States Court. One of the trust company officials said a meeting of the bondholders might be held in the near future, and plans for continuing the business outlined.

Imports at San Francisco for the week ending Nov. 26 included following: On the steamer Marama, from Sydney, 1,200 barrels coconut oil, 50 packages hops and 6 cases eucalyptus oil; on the steamer Sonoma, from Sydney, 4,438 bags copra, 10 bags palm seed and 1 case dyes; on the steamer Persia Maru, from Hongkong and Japan, 382 barrels vegetable oils; on the steamer West Katan, from Hamburg, 43 packages iron chloride and 433 barrels calcium chloride; from London 209 barrels linseed oil and 300 sacks mustard seed, and from Hull 870 barrels linseed oil and 56 barrels whiting, and on the motor-ship Tagua, from Penrhyn Island, 170 tons copra.

The Federal Trade Commission has issued an order against the Tousey Varnish Company of Chicago, Ill., in a complaint of unfair competition. The order was issued on an agreed statement of facts, the Tousey Company stipulating that the Commission make its findings as to facts and such order as it may deem proper to enter without the introduction of testimony or presentation of argument. The Tousey Company was ordered to refrain from directly or indirectly using the label "Government" or similar descriptive label on its varnish.

For the first six months of the naval stores season, April-September, the exports of rosins to all South America, as shown in the "Naval Stores Review", were 40 barrels greater than for the same months of last year.

The State Reformatory of Lansing, Mich., has established a soap factory to supply the needs of the institution, primarily, and to place the excess on the market. The plant capacity is two tons daily.

The Elberton Cotton Oil Co., Elberton, Ga., was partially destroyed by fire, Nov. 9, with loss estimated in excess of \$40,000, including machinery and equipment. The company is to rebuild.

Continued depression is recorded through the London vegetable oil markets with a decided tendency to still further cheapening of prices. In practically every product a reduction has been made.

William T. Ashley has resigned as vice-president and general manager of the Hauck Nut Butter Co., Newark, N. J., to push his patents on a new process of margarin manufacture.

William Zinsser & Co., Inc., paint handlers and shellac importers, will hold the annual convention of their salesmen Dec. 15 at the home office, 195 William street.

D. Atkins, of the import and export firm of Atkins & Kroll, San Francisco, which makes a specialty of handling copra, sailed recently for Australia.

The Bureau of Supplies and Accounts, Navy Department, Washington, will open bids on Dec. 27 for 95,000 lbs. of fresh water laundry soap.

The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 1219-1220

RHUBARB HIGHER ON SPOT SCARCITY

Only Two Holders Reported—Spanish Saffron Up Sharply—Chinese Cantharides Higher—Ergot Easy—Buchu Softens on Small Demand—Gilead Buds Off—Market Generally Softer on Reduced Buying.

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Agar Agar, 4c lb.	Rhubarb Root, 5c lb.
Cantharides, Chin., 5c lb.	Saffron, Span., 50c lb.
Manna, Lg. Flake, 12c lb.	Shellac, T.N., 2c lb.
Quince Seed, 10c lb.	Tonka Beans, Angost., 10c lb.
Declined	
Areca Nuts, Powd., 1c lb.	Poke Root, 1c lb.
Aniseed, Star, 1/2c lb.	Japan Wax, 1c lb.
Balm Gilead Buds, 5c lb.	Ergot, Span., 3c lb.
Buchu Leaves, 3c lb.	Beeswax, Wht. Cakes, 1c lb.
Hops, Bales, 5c lb.	Saffron, Amer., 10c lb.
Linden Fls., without lvs., 2c lb.	Stillingeria Root, 1c lb.
	Turpentine, Artif., 2c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$.22	\$.22	\$.22	\$.45
Buchu Leaves, Short	1.20	1.25	1.25	2.75
Cantharides, Russian	2.50	2.50	2.25	2.75
Cocculus Indicus .....	.06 1/2	.06 1/2	.07	.22
Ergot, Spanish	1.07	1.10	1.20	1.75
Insect Powder, pure .....	.36	.36	.36	.58
Ipecac, Cartagena, powd.....	1.60	1.60	1.65	3.00
Nux Vomica .....	.10	.10	.10	.13
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D. ....	.45	.40	.35	.60
Tragacanth, No. 1, ribbon.....	2.90	2.90	3.25	4.25
Wild Cherry Bk. thin nat.....	.09	.09	.09	.10
Average	1.38	1.38	1.39	2.00

The backbone of the crude drug market has become softer during the week past, and the weak elements have assumed a decidedly more prominent position. Demand has quieted down to very small proportions, and competition has naturally become more active. Price shading, particularly on the less important items of restricted consumption, is a lot more common in the face of a firm order than it was a month or so ago. Business is slower, the market as a whole is weaker, competition is keener, but through the entire group of

easier prices, six or eight products, which maintain all their basic firmness in spite of a soft market, continue to climb upward. The market contains numerous potential elements of strength which, in view of the restricted proportions of demand at the moment, remain dormant, but will undoubtedly be drawn into activity with any increase in buying.

A sharp upward move in rhubarb root has been reported from the only two holders here. Chinese cantharides, both whole and powdered, have advanced again. The better grades of agar agar are up in price. Large flake manna has advanced. Quince seed continues to rise on scarcity. Holders of Spanish saffron have announced a sharp advance in price. American saffron is lower in some quarters. Ergot is weak. Buchu has lapsed into a period of inactivity with easier prices. Poke and stillingeria roots are off slightly. Star aniseed is easier, and the Spanish firmer. Balm gilead buds are lower.

Crude Drugs

Agar Agar—The higher grades of agar agar have been advanced to a basis of 60c@70c a pound, the latter being inside for a No. 1. No. 3 is still named at 45c@48c a pound.

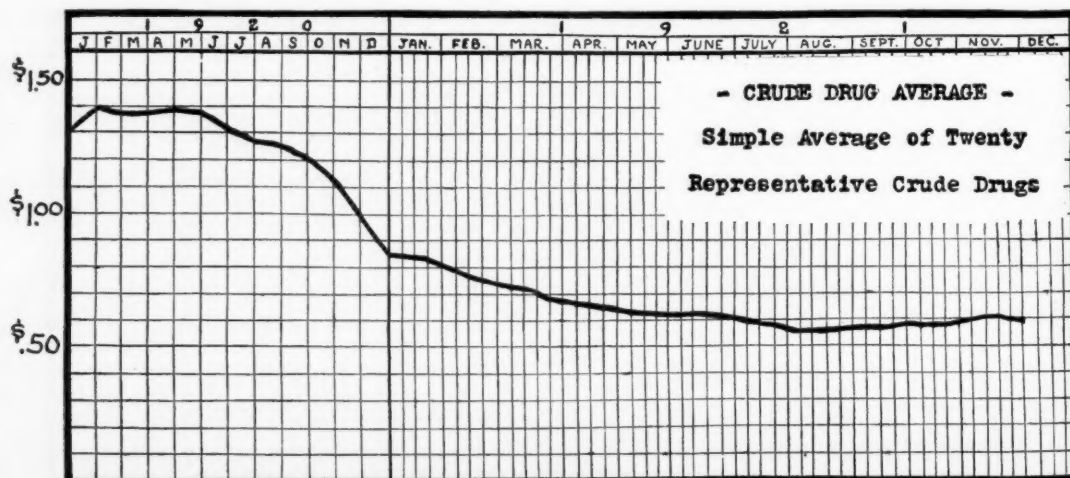
Areca Nuts—Powdered cheaper at 12c a pound. Whole 8c.

Balm Gilead Buds—Cheaper lots are offered on spot owing to competition. Now held at 60c@65c a pound.

Cantharides—The small supply of Chinese cantharides on spot is held at higher figures. Whole are now inside at 90c a pound, while powdered ranges up to \$1.05 @ \$1.10. Russian scarce at \$2.50.

Ergot—The lack of demand for ergot on the spot has weakened the price, and some holders are now doing \$1.70 a pound for bags. Others still hold at \$1.10 inside. Shipment at 90c c.i.f. is not attracting much attention here.

Manna—Reduced stocks of large flake manna are held at higher prices, 85c a pound for cases now being quoted on spot. Small flake is also very firm at 50c@55c a pound.



Nux Vomica—Unchanged and quiet. Demand limited. Stocks of whole buttons small, although still quoted at 10c@11c spot. Powdered easy at 15c a pound for U.S.P. in barrels.

Turpentine—Artificial cheaper here at 10c a pound.

Barks

Cascara Sagrada—Steady and quiet. Demand routine only. Spot new bark at 11c a pound, ranging to 13c and 14c for two year old.

Elm—Prices show no change. Selected bundles are selling on spot at 32c@33c a pound. Grinding bark at 14c and powdered at 16c.

Beans

Vanilla beans maintain their firm position, in fact, for prime Mexican whole on spot, \$6.00 a pound looks inside. Bourbon at \$2.50. Tahitis named at \$1.85@ \$2.00 a pound. Angostura tonka beans have moved up to \$1.25 a pound inside.

Flowers

Chamomile—Hungarian in fair demand and steady at 21c@22c a pound for good quality spot in cases. Romans are cleaned out here.

Linden—Linden flowers without leaves are quoted slightly lower on spot at 22c@23c a pound. With leaves unchanged at 12c.

Saffron—Holders of the sparse supplies of Spanish saffron which remain here, have jacked up their prices sharply to an inside of \$14.50 a pound. American saffron is in lessened demand here, and some lots are reported available at lower prices, \$1.25 a pound being quoted.

Gums

In one quarter, Curacao aloes are reported firmer in cases at 7c a pound. Sandarac easier at 27c spot. Asafetida at 30c for lump in cases and 60c for powdered. Tragacanth weak on heavy offers.

Herbs and Leaves

Buchu—The uncertain position of buchu would only naturally drive large buyers out of the market at this time. At the same time, the general slump has added its weight. Demand is very small, and the spot position has weakened to \$1.20 a pound in bales. For shipment, the whole situation is clothed in mystery, and until definite information or guarantees regarding crop and price in Cape Town are received, American consumers will refuse to be the victims for another hoax by foreign shippers.

Senna—Powdered T.V. senna is easy at 8c@10c a pound on spot. Pods at 7½c and in limited demand. Powdered Alex at 15c@18c.

Roots

Dandelion—Continues very weak and in limited demand on the spot. Holders find consuming channels closed against their stocks at this time, while cheap offers from abroad tend to increase the pressure on values. Quoted at 8½c a pound for prime spot root.

Poke—Lower priced offers are named in one quarter at 7c a pound.

Rhubarb—Supplies are reported to have narrowed down again to two holders on spot. Sales were made late last week at 40c, but 45c is now indicated as inside for whole common round in cases. Stocks on the spot are small. Millers have jacked up quotations for powdered to an inside of 48c, and in another case 50c a pound in barrels. Offers of goods afloat last week for this market at 35c a pound to arrive, have been withdrawn by the importer this week.

Senega—Generally named at 80c a pound spot, but supplies available in other quarters at 75c.

Stillingia—Lower prices are noted for stillingia root, 9c a pound being heard on spot.

HOW TO SELL PROPRIETARIES IN ENGLAND

(Continued from Page 1186)

The best way in which to get into the British market is undoubtedly to open up a branch and manufacture in Great Britain. This ensures regular supplies and enables American firms to compete more fairly with others.

The next best way is to appoint a reliable agent. In this case discrimination is necessary and care should be taken to appoint someone who is not a wholesale merchant himself but who is in a good position to sell to wholesalers as a certain amount of jealousy exists among wholesale merchants. A manager of a large firm of druggists says that it is also a good plan to give the shop assistant, actually engaged in selling, some small commission on each sale. His firm had frequently tried the experiment and the difference in sales made by this small commission he characterized as astonishing.

A proper distributing organization is essential. Numerous cases could be quoted where American manufacturers have spent large sums of money on advertising their product but had not taken the precaution of first ensuring adequate supplies. Distribution should be arranged first and then advertising should begin, and not vice versa as is often the case.

Good advertising is a necessity, but it should be remembered that American copy is not always suited to British tastes and temperament, or as the European head of a well known American company puts it, "the American advertiser in Great Britain must not vociferously label his articles 'Made in the U. S.' He should present them to the British public on their merits." It would save much money if American exporters would put themselves in the hands of a good advertising agent in Great Britain, who understands the prejudices of the British public.

In conclusion it can safely be assumed that American proprietary articles are popular in Great Britain and will sell well provided they can be offered at a reasonably low price.

As regards future possibilities it can be assumed that the market is an expanding one, and if right methods are adopted American proprietary articles should have a wide sale. But as previously emphasized the state of the exchanges constitutes a serious handicap, in fact, in the words of many importers of American articles, it is a 30 per cent disability.

The two essentials of getting firmly established in the British market are (1) to have a really good standard article and (2) to be prepared to wait some time before any return is secured. One well-known American firm whose product is now a household word in Great Britain said they had been selling for ten years in that country before they made any profits. But they held on to the market and are now firmly established. Other firms, however, report profits in one or two years.

American manufacturers proposing to enter the British market seriously and permanently are advised to take the matter up with the American Chamber of Commerce in London. It stands to reason that the Chamber's observations and contacts in these fields would be of great help, and the Chamber is always ready to give the benefit of its experience on such problems.

The Spice Grinders Section of the American Spice Trade Association, will meet on December 7th and 8th at the Congress Hotel, Chicago. Recent reports indicate that considerable work has been accomplished by this section since the annual meeting of the Association in New York last May. It is believed that the reported interesting results of this labor will attract a large number of millers to the Western meeting.

The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Pages 1223-1224.

LEMON PRICES WEAKEN IN COMPETITION

Stocks Heavy on Spots—Makers Advance Methyl Salicylate—Geranium Firmer—Cassia and Wormseed Up—Clove Oil Easier on Spice Reaction—Bergamot Cut Again—Demand For Most Oils Reduced.

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Oil Cassia, Tech., 5c lb.	Oil Geranium, Bourbon, 25c lb.
Lead Free, 5c lb.	African Rose, 25c lb.
Oil Wormseed, 25c lb.	Methyl Salicylate, 5c lb.
Declined	
Oil Bergamot, 15c lb.	Oil Coriander, 50c lb.
Oil Camphor, Jap., Wht., 2c lb.	Oil Lavender Flrs., 25c lb.
Oil Cloves, Cans, 5c lb.	Oil Lemon, 2½c lb.
Oil Copaiba, U.S.P., 5c lb.	Oil Lemongrass, 5c lb.
	Oil Wintergrn. Gaultheria, 50c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot	\$5.00	\$5.15	\$5.25	\$6.50
Oil Citronella, Ceylon	.40	.40	.36	.42
Oil Cloves	2.40	2.45	2.25	2.00
Oil Lemon	.67½	.70	.70	1.00
Oil Peppermint	1.75	1.75	1.75	5.50
Oil Sandalwood, E. I.	7.00	7.00	7.00	10.50
Oil Sassafras, Artif.	.51	.51	.53	.70
Benzaldehyde, U.S.P.	1.25	1.25	1.40	1.00
Coumarin	3.75	3.75	3.75	5.75
Methyl Salicylate	.40	.35	.32	.65
Vanillin	.60	.60	.60	.80
Average	2.16	2.17	2.16	3.68

Coincident with a further slowing down in the demand for essential oils and allied products during the week, a more pronounced tendency of values to soften has been apparent. Some of the strong items continue to maintain their firm position, in fact, several upward movements have stood out in the face of a weaker market. The trade belief seems to be that a soggy, dull market will continue until after the turn of the year, that the actual loss in essential oil values between now and that time will not be large, and that the current slump is the same old annual year-end dullness preceding the inventory period. Although prices during the past few months have been well held by sellers under the stimulus of a steadily growing demand, the reduced

inquiry of the past three weeks or more has brought out keener competition, and the inevitable shading of the weak holders.

The chief price changes this week have been down, although several products have continued to rise through a weakened market. Cassia, for instance, is up again and very firm. Bourbon Geranium is another item which tends higher. Manufacturers have advanced methyl salicylate. An advance in oil wormseed is also noted. Sandalwood is firm just at present, but due for a reaction shortly. Bergamot is cheaper. Spot prices on lemon are lower. Clove oil has reacted slightly on the easier position of the price. Coriander oil is down again. Cheaper lots of lavender flower oil are noted. A slightly easier position is reported on lemongrass. White oil camphor is softer. Peppermint continues weak, and in small demand.

Essential Oils

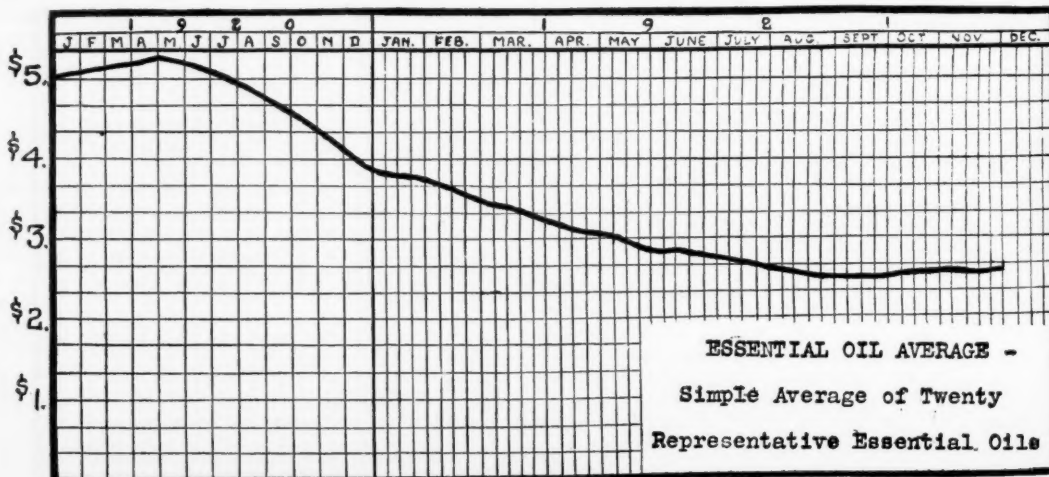
Oil Anise—Demand is slightly easier, but prices are firmly held at 57½c@60c a pound for technical and 65c @70c for the U.S.P.

Oil Bergamot—Prices are lower on the spot with an inside figure for standard oil in coppers at \$5.00 a pound. As to brand, prices range to \$5.25 and \$5.50. Demand is practically at a standstill, and competition in spot markets keen.

Oil Birch Tar—Steady and unchanged at the recently noted lower prices, \$1.85 a pound for crude and \$2.75 for rectified.

Oil Camphor—Further arrivals of white oil of camphor, combined with a lethargic demand, have softened the spot position, and weakened prices here. Now quoted openly at 21c@22c a pound, with intimation of shading on firm business.

Oil Cassia—The position of the technical and the lead free oils has shown further stiffness during the week, as Government import regulations tend to restrict importers of both grades. Spot supplies are not large. Demand continues routine but not heavy at this time. Technical now at \$1.25@1.30 a pound for 75-80 quality, with lead free also higher at \$1.35 a pound. U.S.P.



as to seller, ranges all the way from \$1.60 a pound inside on spot, up to \$1.75.

Oil Citronella—Prices have apparently hardened at 40c spot for Ceylon oil. Two factors appear to balance each other in the spot situation. Spot supplies have been cut down to very small proportions, but at the same time, demand has dropped off correspondingly of late. Drums hold at the noted 40c figure, and cans at 42c. Java oil reported still at 75c and quieted down.

Oil Cloves—The reaction of Zanzibar cloves owing to a temporary cessation of demand has been followed by a corresponding reaction in the oil. Prices have softened slightly to \$2.40 a pound from distillers and \$2.35 for outside lots. Demand for the oil has likewise quieted down considerably. Bottles are held at \$2.45@ \$2.50 spot.

Oil Copaiba—U.S.P. oil of copaiba is cheaper here and in restricted demand at 60c@65c a pound.

Oil Coriander—The oil continues to slide downward in the face of a scarcity and high price for seed. Spot stocks of oil now held at \$9.00@9.50 a pound.

Oil Eucalyptus—Actual spot prices have not changed from the 45c@48c level noted a week or two ago, but the consistently reduced demand at this season of the year tends to soften the position. Drums are held at 45c and cases at 48c, for U.S.P. Australian oil.

Oil Geranium—Prices for Bourbon geranium have been advanced again by spot holders. Not only are stocks reduced here, but cost of replacement is higher, and available goods for shipment scarce. The new basis is \$4.25 a pound inside, with some asking \$4.50. African geranium as to seller ranges from \$4.75 a pound up to \$6.00. Turkish is not a factor at \$3.75@4.00.

Oil Lavender—Quotations for oil lavender flowers are soft at about the same levels. For spot U.S.P. oil \$3.25 @ \$3.75 a pound as to seller and quality, represents the market. Spike soft and in no demand. Held at \$1.00 spot, with reports of shading on a firm offer.

Oil Lemon—Heavy stocks on spot, a softer position for shipment, and a reduced demand, have all combined to weaken the position of oil lemon. Sellers of standard brands on spot are quoting 67½c a pound, and intimations were made that 65c might be squeezed out on an order for a few hundred pounds. According to brand, prices range up to 80c a pound for coppers.

Oil Lemongrass—The formerly noted higher price for oil lemongrass has been shaded on spot owing to the lack of demand, and supplies are offered at \$1.15 a pound.

Oil Orange—Demand continues quiet and restricted to odd routine lots. Prices are not quite so firm, but openly are unchanged at \$3.00 a pound for Sicilian, and \$1.90 for West Indian. The situation abroad has eased off somewhat in view of the restricted call for shipment goods at this time.

Oil Peppermint—Continues under pressure of heavy stocks in primary markets, and keen competition between holders in an effort to move out their goods. On the spot, demand is confined to very small routine needs. Practically nothing is moving in any quantity. Prices are soft and indicated subject to shading here. Natural oil is quoted at \$1.75 a pound, although offers of \$1.70 were confirmed. U.S.P. holds at \$2.00 a pound inside for standard goods in cases, ranging to \$2.10.

Oil Sandalwood—The spot position remains very firm just at present owing to the temporary scarcity of supplies, stocks having been reduced by a consumer taking a large part of the spot holdings. Most holders quoted \$7.25, but \$7.00 can be done. New shipment is at hand

afloat and lower prices will likely rule with the landing, if not before.

Oil Wintergreen—Gaultheria easier and in little or no demand at \$4.50@5.00 a pound for U.S.P. Birch at \$2.25. Methyl salicylate advanced by makers to 40c in fifty pound tins. Resale under this.

Oil Wormseed—The reduced condition of spot stocks of oil wormseed, has forced prices for U.S.P. goods up to \$3.75 a pound inside here.

Aromatic Chemicals

Coumarin—Continues weak and in restricted demand here at \$3.75 a pound. Competition very keen, although price cutting has ceased for the time being.

Methyl Salicylate—Following the recent boost in salicylic acid by leading manufacturers, they have advanced prices for artificial wintergreen oil to an inside of 40c in fifty pound cans. Resale goods have jumped up from 31c@32c to 36c a pound in cans.

Phenylethylalcohol—Moving in fair bulk here. Good quality named inside at \$7.50 a pound ranging upward to \$9.50 as to seller and grade.

Vanillin—In steady demand, but chiefly from resale quarters at 58c an ounce. Makers adhere to 60c an ounce.

ALCOHOL FOR BARBERS' SUPPLIES

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 7.—The Federal Prohibition Commissioner is sending out the following notice to directors regarding special denatured alcohol and its relation to products for manufacturers of barbers' supplies: "The Barbers Supply Dealers' Association of America in convention at St. Louis, Missouri, during the month of October, 1921, passed certain resolutions on specially denatured alcohol and an official copy of these resolutions has been transmitted to the office of the Federal Prohibition Commissioner and is quoted in part as follows:

"Resolved: That the Barbers Supply Dealers' Association of America, in Eighteenth Annual Convention assembled, in St. Louis, Oct. 17 to 20, 1921, declares unequivocally in favor of the use of specially denatured alcohol exclusively by all barber supply dealers in the manufacture of their products."

"These resolutions should be taken into consideration by your office when receiving and recommending applications for permits of this class and, in cases where the applicants request pure ethyl alcohol, the advantage of using especially denatured alcohol should be thoroughly explained as indicated above."

COLOR OF PURE VANILLIN

The following statement regarding the color of vanillin crystals has been issued by the Monsanto Chemical Works, St. Louis:

"Pure vanillin is naturally white in color and therefore any off-color (yellow) vanillin is impure. When the impurities of yellow vanillin are removed by refining, the color of the product is white.

"While the impurities which give to vanillin this yellow color may, in certain cases, represent a deficiency in vanillin content of only 0.01 per cent and in such cases does not substantially affect the virtue of the product, nevertheless this difference is represented by an impurity."

Aromatic Products Co., Columbus, Ind., manufacturers of aromatic chemicals and perfume products, has recently opened a new plant at East Columbus.

The Consuming Industries

NEW PRODUCTS READY FOR MARKET

Knit Bags for Meat Packers—Bendersville Hosiery Co. to Dye and Finish Its Men's Half Hose—Forsyth Mills to Make Women's High Grade Hosiery—New Texas Cotton Mill

The Valatie Mills, Valatie, N. Y., is to establish a branch plant at North Kansas City, Mo., for the manufacture of knit bags for the use of meat packers. The mill is expected to be in operation early in January, and will have an annual capacity of 1,000,000 pounds. The mill building will be of brick, 3 stories high, 50 x 113 feet, mill construction. Forty knitting machines will be installed and will be electrically operated. About Jan. 1 the company will be in the market for No. 2 Southern cone yarn for the new plant. W. A. Harder of Valatie, N. Y., is president of the company.

The Bendersville Hosiery Co., Bendersville, Pa., will begin production of men's half hose on Jan. 1. The office of the mill is at 537 West Philadelphia st., York, Pa. The mill will operate 72 knitting machines and one sewing machine. The mill will be equipped to dye and finish. The company is capitalized for \$25,000. L. A. Allvine is president, George J. Sowers treasurer and buyer, and J. H. Royes superintendent.

The Forsyth Hosiery Mills, Forsyth, Ga., has started operations on women's high grade 240-needle hosiery. The new officers are B. O. Chapman, president; Dr. G. L. Alexander, vice-president; Charner W. Hill, treasurer; W. E. Young, general manager. The Campe Corp., 350 Broadway, New York, has been appointed selling agent.

The Leo Knit Fabric Corp., which was recently incorporated with capital of \$50,000, will carry on the business of the Leo Knit Cloth Manufacturing Co., at 1300 Southern Boulevard, Bronx. The office is at 36 West 19th st., but after Jan. 1 will be located at 76 Madison ave. Jersey cloth is the leading product.

The Pepperell Mfg. Corp., Biddeford, Me., has placed an order with the Draper Corp., Hopedale, Mass., for 500 broad looms to replace narrow looms. The order involves \$300,000. It is believed that the Pepperell company will eventually substitute broad looms for all its narrow looms.

The Industrial Mills Co., Rock Hill, S. C., capitalized at \$2,000,000 will take over the Blue Buckle Cotton Mills Co., of Rock Hill. The new company is authorized to manufacture textiles of all kinds. Alexander Long is president, and I. B. Cauthen secretary.

The West Texas Chamber of Commerce, with headquarters at Ballinger, Tex., is assisting Mayor Oliver L. Weakley, Herbert Jones, T. R. Greenfield and J. F. Hartford of Post, Tex., in establishing a local cotton mill, estimated to cost in excess of \$1,000,000.

The Blackstone Linen Works, Inc., incorporated with authorized stock of \$100,000 under Massachusetts laws by Samuel W. Fleisher, Joseph Katz and John P. Sylvia Jr., of Boston, will take over and operate the plant of the Millbrook Linen Works Inc., Millbury, Mass.

W. B. Davis & Son, Fort Payne, Ala., have installed sixty new machines for making silk half hose. The plant has capacity for 3,600 pairs of hose per day, and gives employment to approximately 500 operatives.

New Consuming Companies

Romola Parfumerie, Inc., Chicago, capital \$10,000. Marjorie Myers, William Hampton, H. Clay Calhoun, 11 South La Salle st. Motor City Soap Co., Detroit, Mich., capital \$1,000. Verne C. Reed, James L. Cowan, Florence Cowan, Ira Snyder, 2715 Third ave., Detroit.

Eclipse Mfg. Co., Pawtucket, R. I., capital \$25,000. Polishes and paste. William H. Cough, Arthur Mellor, John W. Hedfield, 191 East ave., Pawtucket, R. I.

Berryman Rubber and Tire Corp., Manhattan, capital \$200,000. H. M. Wise, E. Gibbs, E. J. Sisley. Attorneys, Lee, Aron and Wise, 7 Dey st.

Ideal Drug Co., Manhattan, capital \$5,000. A. O. May, M. Marcus, H. Reichman. Attorney, H. M. Fertig, 277 Broadway.

Ruv-Mon Perfumery Mfg. Co., Bronx, capital \$25,000. J. Deruvo, E. Desimone, P. Rinaldi. Attorney, A. Decicco, 132 Nassau st. New York.

Davis Lund Corp., Manhattan, capital \$6,000. Auto paints. J. L. C. Davis, W. Lund, J. L. Samuels. Attorneys, Patterson and Patterson, 342 Madison ave.

Vapalean Products Co., Spokane, Wash., capital \$20,000. To manufacture soaps. R. A. Deitz, Jr., R. C. Miller and I. A. Bartiges.

Wolf, Strauss & Co., Manhattan, capital \$325,000. To make silks. F. L. Cramer, J. F. McCarthy, H. McMullen. Attorneys, Katz and Sommerich, 120 Broadway.

Standard Pharmacy, Inc., Town of Union, N. J., capital \$100,000. Frank P. Case, Lawrence D. Romano, Town of Union; Charles A. Jorlo, West Hoboken.

Sprayton Phonograph Co., Paterson, N. J., capital \$250,000. To make records. Robert P. Linden, Ridgewood; Walter Gilfilian, Hoboken; Garrett van Cleve, Clifton, N. J.

Triad Corp., Manhattan, capital \$300,000. Textiles. H. King, Gedney Farms Hotel, White Plains, N. Y.

Tri-State Medical Co., Union, S. C., capital \$100,000.

Clean-O-Clean Co., Asheville, N. C., capital \$100,000.

J. W. Products Corp., Manhattan, capital \$30,000. Drugs and medicines. W. Cook, Jr., R. Maiden. Attorney, P. A. Water, 15 Park Row.

Byron & Co., Brooklyn, capital \$5,000. Paint. L. and C. and M. Byron. Attorney, M. M. Simon, 305 Broadway, New York.

Raymer Pharmaceutical Co., Dover, Del., capital \$75,000. Incorporated by Corporation Service Co., Wilmington, Del.

Long-Wear Tire and Rubber Co., Anderson, Ind., capital \$300,000. B. B. Benner, Albert Anderson, Ernest Bond, Nathan Ridgway.

Paraflex Rubber Corp., New York, capital \$30,000. A. W. Palmer, V. A. Roberts. Attorneys, Merrell, Bates and Topping, 27 Cedar st.

International Druggists' Supply, Manhattan, capital \$25,000. S. and J. Tarrigrossa, J. Traub. Attorney, J. B. Coppola, 291 Broadway.

Eagle Drug Co., Dover, Del., capital \$100,000. Chain stores. Incorporated by Corporation Guarantee and Trust Co., Philadelphia.

Farm Produce Stores Co., Wilmington, Del., capital \$55,000.00. Packers of all kinds of fruit and vegetables.

Charles L. Richardson Boston, Mass., capital \$100,000. Drugs and chemicals.

F. E. I. Corp., Wilmington, Del., capital \$500,000. To manufacture pharmaceutical preparations.

Perfection Pharmaceutical Products Corp., Wilmington, Del., capital \$100,000.

Nottingham Rubber Co., Trenton, N. J., capital \$500,000. C. F. Fisk, 159 E. State st., Trenton; I. Alexander, Trenton; S. H. Bell, Reading, Pa.

Old Hickory Tire Co., Wilmington, Del., capital \$2,000,000. F. L. and M. E. Mettler, 832 Market st., Wilmington, Del.; P. M. Gilkey, Wilmington.

Tri-State Tire Corp., Wilmington, Del., capital \$100,000. C. T. Cohee, C. B. Outten, S. L. Mackey, Wilmington. Incorporated by Corporation Service Co.

Tucker Waterproofing and Insulating Co. Brockton, Mass., capital \$95,000. W. R. Tucker, president; G. Tucker, treasurer, 664 Pleasant st., Brockton.

Universal Packing Corp., Wilmington, Del., capital \$200,000. To manufacture rubber goods. F. R. Hansell, J. V. Pimm, Philadelphia; E. M. MacFarland, Camden, N. J. Incorporated by Corporation Guarantee and Trust Co., Wilmington.

Dumbra Specialty Co., Manhattan, capital \$20,000. Druggists' sundries. D. and V. Dumbra, F. Lopinto. Attorney, A. Karlin, 110 W. 40th st.

Philadelphia Druggists Supply Co., Dover, Del., capital \$25,000. Incorporated by Colonial Charter Co., Wilmington, Del.

Organic Preparations Co., Manhattan, capital \$50,000. Drugs and medicines. A. J. Gleissner, L. H. Rohn, P. C. Reinhardt. Attorney, J. Siegelman, 870 Manhattan ave., Brooklyn.

Vital Sanando Corp., Bronx, capital \$10,000. Chemists. I. E. Reissick, M. J. Knoechel, D. Hein. Attorneys, Donnelly and Kadil, 370 E. 149th st.

Geiger Drug Co., Manhattan, capital \$10,000. J. and J. Geiger, S. D. Cohen. Attorneys, Koppelman & Weinberg, 144 Rivington st. Plaza Pharmacy, Manhattan, capital \$25,000. A. J. and P. H. Block, I. Prostick. Attorney S. Honig, 799 Broadway.

Frame Products Corp., Manhattan, capital \$300,000. J. M. Oden, E. H. Vreeland. Attorney, H. E. France, Mt. Vernon, N. Y.

Pulmonol Corp., Herkimer, N. Y., capital 100 shares preferred stock, par value \$100 each; 500 shares common stock, no par value; active capital \$10,000. D. F. Strobel, A. V. Paine, H. J. Cockingham. Attorneys, Cockingham & Cockingham, Utica, N. Y.

Continental Dyeing and Finishing Co., West New York, N. J., capital \$17,000. Carl S. Kuebler, Henry A. Octon, Alice E. Boyle, Jersey City.

F. E. I. Corp., Dover, Del., capital \$550,000. To make pharmaceutical products. Incorporated by the Corporation Trust Co. of America, Wilmington, Del.

Capital Increases—American Photo Chemical Co., Rochester, N. Y., from \$25,000 to \$50,000.

Dissolutions—Globe Drug Co., Manhattan.

The Government wool auction in Boston, last week, indicated that prices have advanced 10 to 15 per cent compared with a month ago. A typical price paid was 51 cents clean, for Bahia Blanca French combing half-bloods, irregular in style and slightly defective. Punta Arenas combing high quarters, rather irregular in grade, brought 35 cents, clean basis. Montevideo carding lambs wool of three-eighths grade, brought 35 cents, clean, and forty-sixes-fifties carbonizing pieces and bellies, South American, 24 cents.

The silk manufacturing situation at Paterson, N. J., has not materially improved. The conditions in the industry may be summarized as follows: On November 19, out of a total of 15,000 looms, 3,524 looms were producing, working a total of 136,489 loom hours, or 20.68 per cent of the total number of looms operated in this center. This is a gain of approximately a little over 2 per cent over the operation as reported on November 5, and compares with 12 per cent operated on November 22, 1920.

Almost every cotton manufacturing plant in North Carolina is operating on full time now, Secretary Hunter Marshall, Jr., of the North Carolina Cotton Manufacturers' Association, will say in his report to the annual convention of the association, which meets in Pinehurst on Dec. 2 and 3. In his review, the secretary indicates that for the first time this year the cotton mills at present have a promising outlook.

Among the sales at the Auction Rooms in Vesey st., New York, last week, were \$50,000 Tubize Artificial Silk Co. of America one-year 8 per cent notes, due April 1, 1922; 2,500 shares preferred stock, and 1,000 shares Class B common stock for \$2,300 for the lot; and 7,663½ shares of preferred stock at \$1,200 for the lot.

The Rockland Mills Paper Co., Inc., of 97 Prince st., New York, has filed schedules in bankruptcy, listing liabilities of \$23,543 and assets of \$8,555, main item of which is accounts \$8,320. Principal creditors listed are: Seaman Paper Co., \$10,049; Frank Gilbert Paper Co., \$3,114, and Holden Paper Co., \$3,122.

A local section to be designated as the Rhode Island Section of the American Association of Textile Chemists and Colorists has been chartered upon petition of 25 members headed by William H. Cady, chief chemist of the U. S. Finishing Co., Providence, R. I.

S. G. Byam, formerly chief chemist, Fairfield, Conn., Rubber Works of E. I. duPont de Nemours & Co., is now with the Plymouth Rubber Co., Canton, Mass.

Trade Tips for Sellers

The Eddy Paper Co. of Three Rivers, Mich., is considering the construction of two new manufacturing units at its plant, estimated to cost in excess of \$5,000,000.

Frank D. Murphy is operating 51 narrow looms at 2045 Trenton ave., Philadelphia, in the manufacture of men's wear. He has incorporated a company bearing his name, with authorized capital of \$40,000.

The Yaddin Finishing Co., of Salisbury, N. C., which has changed its name to the North Carolina Finishing Co., has been granted permission by the Secretary of State of North Carolina to increase its capital stock from \$250,000 to \$1,000,000.

The Jersey Textile Corp., Newton, N. J., manufacturer of silk jersey cloth, has plans under way for the immediate rebuilding of its plant, destroyed by fire, Nov. 14, with loss estimate at \$100,000, including equipment. It is proposed to rebuild on a larger scale. H. B. Lowenstein is manager.

Charles H. Williams of Plainfield, Conn., is having a plant built near his home for the manufacture of polishing cloth. The industry will be the outgrowth of an invention of Mr. Williams, which he has been manufacturing and testing out on a small scale during the year. In connection with the project, the Veteran Textile Co. has been incorporated.

Considerable machinery for the new Shawsheen Mills of the American Woolen Co., has been arriving at the plant in Shawsheen Village. While it may be a year or more before complete equipment for the production of French-system worsted yarns is installed, it is reported that wool will be going through the plant before the end of the year, to be spun in other plants where carding and combing is now operated nights.

A contract has been awarded for the erection of an addition to the plant of the Loray Mill of Gastonia, N. C. The new building will be 2 stories high, 150x107 feet, of brick and timber construction, and is estimated to cost \$50,000, exclusive of equipment. The company recently added 44,000 square feet of floor space to its plant, which is now being equipped with 260 looms. The Loray Mills manufacture yarns for tire fabrics and is controlled by the Jenckes Spinning Co., Pawtucket, R. I.

Exports of manufactured rubber goods from the United States in October were valued at \$2,467,649, which is the highest export value recorded by this commodity since February, 1921, according to P. L. Palmerton, chief of the Rubber Division, Department of Commerce. Total exports of all manufactures of rubber for the first 10 months of 1921 have been valued at \$25,857,861, which gives an average of \$2,585,786 per month. Mechanical rubber goods and automobile tires made the most important gains in October.

The value of the exports of leather and the manufactures of leather for the 10 months ended Oct. 31, 1921, shows that, even allowing for the natural decrease in values of the commodities exported, foreign trade has not yet resumed normal conditions, writes A. B. Butman, in "Commerce Reports." In comparing the 10-month periods of 1919, 1920, and 1921, it appears that the quantity of leather exported in 1919 exceeded that of the 1920 and 1921 periods. This is also true of the values, with the exception of glove, patent, and carriage, automobile, and upholstery, leather, the peak year for these classes being 1920.

The Foreign Markets

Imports of Drugs, Chemicals, Dyes/uffs, etc. Page 1226

CAMPHOR ADVANCED AGAIN IN LONDON

Both English and Japanese Higher—Linseed Oil Firmer—Lower Prices Announced on Ether and Methyl Alcohol—Market Easier for Bergamot Oil, Citric Acid, Menthol, Shellac and Turpentine

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Dec. 7.—Fine chemicals and crude drugs are in the main very quiet this week. Higher quotations are again announced on English camphor, Japanese refined camphor, and vermillion.

The market is firmer on linseed oil and tannic acid.

Prices are easier for bergamot oil, citric acid, menthol, shellac, tartaric acid, and turpentine.

Cocoa butter, ether, and methyl alcohol are lower.

London, Nov. 26, (By Mail).—Markets in all kinds of produce continue dull. The Hudson Bay Co. has arranged to hold a public sale of castoreum at the London Commercial Sale Rooms on Dec. 14. The quantity available is approximately 2,500 lbs. The goods will be placed on show on Dec. 7.

Ammonium Bromide is in small demand and is offered at 11d per lb.

Camphor—English flowers have advanced and the price is now firm at 4s 5d to 4s 7d per lb., according to specification and quantity. Bells are unobtainable.

Cantharides—Russian flies are lower being now offered at 10s per lb. ex-store.

Cocoa Butter—Prime English has been reduced and now quoted at 1s 9d to 1s 10d per lb. ex-works.

Ergot is easier, both Spanish and Portuguese having been sold at about 4s 3d per lb. on spot. Central Spain offers us today specially at 4s 8d per lb. c.i.f. London by ton lots.

Formaldehyde is still slack and may be bought on spot at £84 per ton.

Linseed Oil is lower, the latest quotation being 25s 9d per cwt. net, naked, on spot.

Oil Cinnamon Leaf with an improved demand is firmer at 5½d per oz.

Potassium Bromide is rather on the easy side and crystals and granular can be bought at 9d per lb.

Saffron Spanish is much firmer the new crop being expected to be only small and the London price for good Valencia is from 67s to 75s per lb.

Sandalwood Oil—Mysore Government B.P. Oil is now quoted officially at 30s per lb. by lots of 5 cases.

Turpentine is higher. The London markets for U. S. A. closing at 69s per cwt. on spot.

Beginning Nov. 1, 1921, the Italian Government has decided to adopt a new gradation in the application of the stamp tax on soaps and perfumery, writes Consul General J. B. Osborne, Genoa. For soaps and perfumery of a price exceeding 1 lira and up to 5 lire, the stamp tax will be 0.05 lira for every half lira or fraction thereof. When the price exceeds 5 lire and up to 100 lire, the tax will be 0.20 lira for each lira or fraction thereof. When the stamp tax reaches the amount of 1 lira there is also due the additional amount collected in favor of the mutilated and the war widows, to be calculated on the amount of the tax.

FOREIGN EXCHANGE

	Par	Current
Great Britain (pound sterling)	\$4.866	\$4.065
France (franc)	.193	.075
Italy (lira)	.193	.043
Germany (mark) per hundred	23.80	.437
Czechoslovakia (crown) per hundred	20.30	1.095
Poland (mark) per hundred	23.80	.032
Austria (crown) per hundred	20.30	.035
Japan (yen)	.499	.479
Spain (peseta)	.193	.141
Holland (guilder)	.402	.358
Belgium (franc)	.198	.072
Norway (crown)	.268	.145
Switzerland (franc)	.198	.193
Sweden (crown)	.268	.240
Denmark (crown)	.268	.187
Argentina (peso)	.424	.325
Brazil (milreis)	.279	.129
China (Silver dollars—Hongkong)	.789	.534
(Tael—Shanghai, silver)	1.082	.768
(Tael—Peking, silver)	1.156	.823
Russia—(100 rubles)	51.50	.150

CREDIT PLAN FOR BELGIAN INDUSTRIES

The Belgian government is to establish a system of credits to be accorded to Belgian industry with a view to aiding exportation, Consul General Morgan at Brussels reports to the Department of Commerce. A royal decree to this effect is to be issued soon.

The plan provides that the Government guarantees under certain conditions and during five years from the date of the decree, drafts drawn on the importers residing in the countries where exchange is depreciated. The drafts are to be issued for the value of articles entirely or partially manufactured in Belgium or in the Belgian Congo, as well as for the raw material of the country, as soon as the needs of national industry are assured. They must be drawn up and payable in Belgian currency. The expiration is within three years from the date of emission and may be renewed.

As a general rule the foreign importer has to pay in cash 10 per cent of the total amount of the purchase and to furnish security for the 90 per cent of which he is credited. In general, the Government will cover only 55 per cent of the debt. The exporter in Belgium as well as his discounting banker is interested in the outcome of the transaction up to 25 and 20 per cent respectively of the credit allowed.

CHINA'S CAMPHOR EXPORTS LARGER

With the decreasing output of Formosan camphor in recent years the production of camphor in Fukien, Kiangsi and other provinces of China has been increasing. The output of camphor in Formosa in 1919 amounted to 2,197,780 kin as against 5,360,642 kin in 1910. The production of camphor in China, on the other hand, has been yearly increasing according to the following export figures:

	Picul.	Tael.
1916	2,377	181,673
1917	3,547	261,918
1918	5,742	428,074
1919	23,093	1,595,313
1920	29,997	2,840,043

The International Sanitary Congress, representing more than forty nations, in session at Paris, has adopted the suggestion of the United States Public Health Service that plague, yellow fever and cholera be included among the so-called international, diplomatic, notifiable diseases.

Sales of German Dyes Show Decline

Report By German Chambers of Commerce Complains of Embargoes and Increasing Competition by American, British, and Italian Manufacturers—German Pharmaceuticals Selling Readily in South America—Costs of Production Going Up—Stricter Export Control by the German Government Probable

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Germany, Nov. 26.—According to a collective report issued by the German chambers of commerce, the turnover in the color and dyestuffs industry during October showed a decline compared with the previous month. Regarding foreign competition, attention is called to the growing importance of Swiss competition in the world's markets. In Belgium, buying demand has livened up to a certain extent, though the textile mills are not operating to capacity. An increase of sales of German colors in the French market is reported, and keen competition in Switzerland between Swiss and German dyes selling in the domestic market. Business with Italy is stated to have been adversely affected by the economic crisis in that country as well as by the sales of low-priced German reparation stocks by the syndicate appointed by the government. Like the Swiss industry, the Italian industry is also reported to be making strong efforts at extending its scope.

Stress is laid in the report on the increasing competition by the Italian, American, and British industries in Spain and Portugal. The improvement in the economic situation of the industries in the United Kingdom has not been followed by an increased demand for German colors and dyes as yet, partly owing to the fact that large stocks are still being carried, partly to the severity of the prevailing license system. Business with Holland and the Scandinavian countries, however, is growing in volume, but shipments to the United States are still relatively insignificant and likely to remain so while the embargo on imports is still in force. Satisfactory orders have been placed by the industrial countries in South America and shipments to the far East are likewise developing favorably.

An increase in the turnover of pharmaceutical products is being registered by that branch of the industry, South America in particular having shown keen buying demand. Owing to the pressure of demand, factories have to apportion deliveries among customers in consequence of which there is virtually no competition either in the domestic market or abroad. Supply of raw materials has largely been hampered by the transportation calamity, the scarcity of benzol forming a feature of the market. This scarcity is held to be primarily due to the inability of the Benzol Syndicate to supply the required tonnages, for which in turn the reparation shipments to France are responsible. Production costs are showing an upward tendency; prices for raw materials are advancing and wages have recently been increased by an average of 18 per cent. corresponding to 1.30 marks per hour. The restrictive measures adopted by many foreign countries against the influx of products of the German chemical industry have become more severe of late, the customs restrictions being decided upon by the United Kingdom, Italy, and Spain being especially felt.

Obviously prompted by the heavy depreciation of

the mark and what is termed the "selling out" of Germany, the government is now reported to be considering certain plans which virtually amount to a restriction of export facilities. The present export free lists are to be thoroughly revised and the social export levy applied to goods on the export free lists as well. Readers will probably remember that this social export levy was originally intended to be a direct tax on "valuta" export profits the proceeds of which were to be spent on cheaper foodstuffs and clothing, for the workers and in connection with other welfare schemes. Preliminary preparations for the introduction of this levy were clogged by red tape and when the law came eventually into force in spring of 1920, the international economic situation had meanwhile undergone a tremendous change and the rates, varying from 0 to 10 per cent of the invoice value, had accordingly to be reduced. These rates have since undergone diverse changes, being operated on the sliding scale principle, increasing and decreasing in accordance with the trend of the mark. At a recent sitting of the Reichswirtschaftsrat, the German industrial parliament, a law was passed providing for a considerable increase of rates the fixing of which will be left to the jurisdiction of the respective foreign trade control boards. Lower rates will be charged to foreign products (raw materials, semi-finished, and finished products), provided these products are not undergoing any, or only insignificant, manufacturing or refining processes in Germany. This shall also apply to products wholly or to the greatest part made of foreign raw materials or semi-finished products and the wages for the production of which represent but a minimum part of the value of the finished product.

One of the problems now forming the topic of conversation in industrial and export circles is the question of invoicing export orders and the surrender of foreign bills and notes accruing from export sales. The various foreign trade control bureaus have not adopted a uniform policy towards these questions, but the majority have now made the granting of export permits contingent upon invoicing export orders in foreign currency, stipulating at the same time that certain percentages of foreign bills and notes received in payment for export shipments have to be surrendered to the Reichsbank. This policy has also been decided upon, amongst others, by the control bureau for the chemical industry. The color and dyestuff industry has been, for some time voluntarily placing more than 50 per cent of foreign bills and notes obtained in this way at the disposal of the Reichsbank. At a recent sitting of the bureau, it was ruled that the invoicing of export orders in foreign currency will henceforth be compulsory for the industry as far as countries with a higher exchange rate are concerned. An exception from the general rule will be permissible when special conditions call for invoicing in marks. It was furthermore ruled that the exporter must surrender all bills and notes to the Reichsbank, unless required for own use, and to render accounts to the Reichsbank whenever called upon. All indications point to an impending stricter export control.

Not one bright feature to record in the London industrial chemical market. Business is being done at cut figures. At the same time, holders of stocks do not seem to be inclined to lower their quotations and prices are on about the same level as last week. Sodium nitrite is £1 cheaper at £38 per ton, and sodium prussiate from makers is lower at 8d per pound.

Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second-hands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)—1.20 Amer. Gallons
1 American Gallon—833 Imperial Gallons
1 American Gallon—3.79 liters
1 Liter—2.64 American Gallons
1 American Gallon (H ₂ O) weighs 8.35 pounds
1 Pound (Avoirdupois) weighs .454 Kilogram
1 Kilogram weighs 2.20 pounds (Avoirdupois)

Acids

Acetic, See Heavy Chemicals	
Acetyl-salicylic	— .70
Benzoic, U.S.P. ....	.60 — .75
Boric cryst., bbls. ....	.1234 — .14
Powdered, bbls. ....	.1234 — .14
Butyric Tech., 98 p.c.	— .90
Camphoric	4.27 — 4.50
Carbolic cryst., U.S.P., drs. ....	.12 — .15
1-lb. bottle	— .27
5-lb. bottle	— .23
50 to 100-lb. tins.	— .19
Liquid, U.S.P., 1 lb. bot.	— .26
Crude, 25 p.c. ....	.80 — .35
Chromic, 98 p.c.	— .45
Chrysophanic	1.70 — 1.90
Cinnamic, See Aromatic Chemicals	
Citric, crystals, bbls.	— .47
Powdered	— .48
Imported, kegs .....	.44 — .45
Cresylic, 95-100 p.c., See Coal-tar Crudes	
Formic, 75 p.c., tech. ....	.15 — .16
Gallie, U.S.P., bulk. ....	.80 — .90
Glycerophosphoric, 25 p.c.	1.65 — 1.75
Hydrobromic, 40 p.c., pure.	— .40
Hydrochloric, C.P., carboys. ....	.07 — .08
Hydrofluoric, sp. g. 1.150.	— .20
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.	1.65 — 1.70
U.S.P., 10 p.c.	— .37
Lactic, U.S.P., VIII. ....	.55 — .60
U.S.P., IX. ....	.65 — .70
Molybdic, C.P.	— 3.00
Muriatic, see Heavy Chemicals	
Nitric, C.P. ....	.09 — .10
Nitro Muriatic .....	.20 — .23
Oxalic, cryst., bbls. ....	.145 — .15
Picric, kegs, see Intermediates	
Phosphoric, 85-88p.c., syr. U.S.P. ....	.19 — .20
50 p.c., tech. ....	.11 — .12
Pyrogallie, resublimated	— 1.75
Crystals, bottles	1.20 — 1.30
Salicylic, U.S.P. ....	.24 — .25
Second Hands .....	.21 — .23
Sulfuric, C.P. ....	.07 — .08
Sulfurous (6-7 p.c.) .....	.05 — .06
Tannic, U.S.P. ....	.75 — .85
Tartaric, Crystals, U.S.P.	— .35
Powdered, U.S.P.	— .35
Imported U.S.P., Cryst. ....	.37 — .38
Powdered .....	.27 — .29

Fine Chemicals

Acetanilid, C.P., bbl. blk. ....	.29 — .33
Acetone, C. P. ....	.12 1/2 — .13 1/2
Acetophenetidin	— 1.65
Aconitine, Alkaloid, cryst.	— 23.00
Amorphous	— 16.00
Adeps Lanæ, See Lanolin	
Albumen, Egg, edible.	— .75
Alcohol, 190 proof, U.S.P.	— 4.80
Cologne Spirit, 190 proof.	— 4.85
Second Hands, U.S.P.	— 4.75
For Export, U.S.P. ....	.45 — .47
Wood ref., 95 p.c. ....	.60 — .65
97 p.c. ....	.65 — .70
Pure .....	.80 — .90
Second Hands, 95-97 p.c. ....	.60 — .62
Denatured Complete .....	.45 — .48
Butyl .....	.234 — .283 1/2
Iso-propyl, bbls.	— 2.50
Aloin, U.S.P., powd. ....	.85 — .90
Amidopyrine	4.75 — 5.25
Ammonium, Acetate, cryst. ....	.37 — .40
Benzoate, cryst., U.S.P. ....	.85 — .90
Bichromate, C. P. ....	.65 — .70
Bromide, gran., bulk.	— .28
Imported .....	.16 — .18
Carb. Dom., U.S.P., kegs. ....	.13 — .14
Chloride, U.S.P. ....	.19 — .20
Hypophosphite	1.35 — 1.40
Ichthyolate (as to brand)	1.00 — 1.00
Iodide	— 4.30
Nitrate, C. P.	— .40
Oxalate, Pure .....	.45 — .55
Phosphate (Dibasic) .....	.40 — .42
Monobasic .....	.18 — .20
Salicylate, U.S.P. ....	.55 — .60
Water, (See Heavy Chemicals)	
Amyl Acetate, bulk, drums.	1.95 — 2.40
Antimony Chlor. (Sol. butter of Antimony)	— .12
Needle Powder .....	.04 1/2 — .05
Antipyrine, bulk	1.75 — 1.80
Apomorphine Hydrochlor. 1/4s. oz.	12.00 — 12.05
Arecoline Hydrobromide	9.00 — 10.00
Argols, red	— .07
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous Iodide, U.S.P.	— 5.50
Aspirin	— .70
Atropine, Alk. U.S.P., 1-oz. v. oz.	9.00 — 12.00
Sulfate, U.S.P., 1-oz. v.	5.25 — 5.40
Barbital	— 1.25
Barium Carb. prec., pure.	— .25
Dioxide .....	.17 — .21
Iodide	— 5.38
Nitrate .....	.07 — .10
Bay Rum	
Denatured Salicy. Acid.	3.22 — 3.50
Denatured, quinine	3.60 — 3.75
Benzaldehyde (see Aromatic Chemicals)	
Benzonaphthol	2.65 — 2.75
Berberine Hcl.	— 22.50
Bismuth Metallic	— 1.75
Ammon. Citrate, U.S.P.	— 6.00
Citrate, U.S.P.	2.10 — 2.20
Oxychloride	2.30 — 2.40
Salicylate	1.45 — 1.55
Subbenzoate	2.75 — 2.85
Subcarbonate, U.S.P.	1.85 — 2.00
For X-ray Diagnosis.	2.40 — 2.50
Subgallate	1.85 — 1.95
Subiodide	3.85 — 4.00
Subnitrate	1.75 — 1.85
Second Hands	1.75 — 2.00
Subsalicylate	2.00 — 2.10
Tannate	2.00 — 2.10
Borax, in bbls. ....	.054 — .064
U.S.P., Kegs .....	.06 — .06 1/2
Bromides, See Potass. Brom. etc.	
Bromine, purified (works)	— .20
Bromoform	— 1.75
Bromine Sulfate .....	.35 — .40
Cadmium Bromide, crystals. ....	.95 — 1.05
Iodide	— 4.00
Metal sticks	— 1.00
Caffeine alkaloid, bulk.	4.75 — 5.25
Resale	4.25 — 4.35
Hydrochloride	— 8.00
Hydrobromide	5.35 — 5.60
Citrate, U.S.P.	3.80 — 4.00
Sulfate	— 6.25

CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products—crudes and intermediates.

Oils—the fatty oils of animal, fish, and vegetable origin.

Crude Drugs—the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleoresins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate.	1.75 — 1.90
Hypophosphite	— .65
Iodide	— 3.95
Phosphate, Precip. ....	.14 — .15
Monobasic .....	.30 — .35
Sulfocarbonate .....	.48 — .50
Camphor, Am. ref'd bbls.	— .92
16's in 1-lb. carton.	— .90
24's in 1-lb. carton.	— .97 1/2
32's in 1-lb. carton.	— .98
Japan refined, 2 1/2 lb. slabs. ....	.90 — .91
Tablets (as to size)	— .97
Chinese, crude .....	.68 — .70
Refined .....	.90 — .91
Monobromated, bulk	1.70 — 1.80
Caramel .....	.55 — .60
Carmin, No. 40.	— 4.75
Casein, Edible .....	.35 — .40
Technical .....	.14 — .15
Castor Oil, AA bbls. ....	.11 — .11 1/2
Cerium Oxalate .....	.42 — .45
Chalk, Precip., light. ....	.03 1/2 — .04
Heavy .....	.08 — .09 1/2
Drop	— .03
Charcoal, Powd. ....	.04 — .06
Willow, Powd. ....	.06 — .07
Bone Black, Powd.	— .08
Chloral Hydrate, U.S.P., crys.	— .86
tals, 25 lb. jars, 100 lb. lots.	— .86
Chloroform, U.S.P.	— .48
Second Hands .....	.35 — .38
Cinchonidin, Alk., crystals.	— .83
Sulfate .....	.52 — .60
Cinchonine, Alk., crystals.	— .54
Sulfate .....	.25 — .30
Cocaine, Hydrochl., Cryst.	— 6.00
Gran., Powd.	— 5.75
Imported	— 5.75
Cocoa Butter, bulk. ....	.27 — .28
Fingers, cases .....	.32 1/2 — .35 1/2
Codeine, Alk., 10 oz. bulk.	— 6.10
Hydrobromide	— 4.90
Hydrochloride	— 5.60
Nitrate	— 5.50
Phosphate	— 4.55
Salicylate	— 4.55
Sulfate	— 4.00
Cod Liver Oil, Newf'd.	16.00 — 18.00
Norwegian	17.50 — 18.50
Colchicine Alk.	— 37.50
Salicylate	— 37.50
Collodion, U.S.P.25 — .28
Flexible, U.S.P.28 — .30
Corn Syrup	1.79 — 2.04

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Glycerophosphates
Hexamethylenamine
Iodoform

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Sodium Benzoate
Thymol Iodide
Strychnine and its
Salts

Fine Chemicals

Corrosive Sublimate, see Mercury		Guaiacol. liquid	lb.	2.75	— 3.00	Lead Iodide, U.S.P., VIII..	lb.	— — 2.50
Cotton Solution	lb.	Carbonate	lb.	3.75	— 4.25	Licorice, U.S.P., Mass.....	lb.	— .28
Coumarin, refined, see Aromatic Chemicals		Haarlem Oil, dom.....	gross	— 3.00		Powdered	lb.	— .40
Cream Tartar, U.S.P.....	lb.	Imported	gross	5.70	— 5.75	Sticks	lb.	— .50
Imported, U.S.P.....	lb.	Hexamethylenetetramine	lb.	.72	— .75	Comp. Powder	lb.	— .14
Creosote, U.S.P.....	lb.	Hydrastine, Alkaloid	oz.	11.00	— 14.00	Lithium Carbonate	lb.	— 1.75
Carbonate	lb.	Hydrochloride	oz.	11.00	— 14.00	Citrate	lb.	1.60 — 1.75
Cresol, U.S.P.....	lb.	Sulfate	oz.	11.00	— 14.00	Magnesium Carb. U.S.P.bbbs.	lb.	.12 — .44
Diethyl Phthalate	lb.	Hydrastinine Alkaloid	oz.	— 60.00		Technical, bbbs.	lb.	.06½ — .10
Dionin, See Morph. Ethyl Hydrochl.		Hydrogen Peroxide, U.S.P., 10 gr. lots				Blocks, cases, 1, 2, 4 ozs..	lb.	.18 — .22
Dover's Powder, U.S.P.....	lb.	4-oz. bottles	gross	7.50	— 8.50	Glycerophosphate	lb.	— 3.00
Duboisine Sulfate	oz.	8-oz. bottles	gross	12.00	— 12.25	Hypophosphite	lb.	— 1.20
Emetine Alk., 15 gr. vials..ea.	— 1.00	16-oz. bottles	gross	20.00	— 20.25	Oxide	lb.	— .50
Hydrochloride, U.S.P....	oz.	Hydroquinone, bulk	lb.	— .90		Peroxide, cans	lb.	— 2.15
15 gr. vials	ea.	Hyoicine Hydrobromide ...oz.	16.00	— 17.00		Salicylate	lb.	— .50
Epsom Salt, U.S.P.....	100 lbs.	Hyoeyamine Alkaloid ...oz.	19.00	— 20.00		Sulfate, (See Epsom Salt)		
"Chemical"	100 lbs.	Sulfate	oz.	19.00	— 20.00	Malt Syrup kegs.....	lb.	— 10 — 10
Ergotin, Bonjean	lb.	Iodides, See Potass. Iodide, etc.				Manganese Glycerophos...	lb.	— 3.00
Eserine Sulfate	14.50 — 15.00	Iodine, Resublimed	lb.	— 3.50		Hypophosphite, U.S.P., VIII	lb.	1.88 — 1.95
Salicylate	oz.	Tincture, U.S.P., bbbs...gal.	3.75	— 3.95		Iodide	lb.	— 5.00
Alkaloid	oz.	Iodoform, Powdered, bulk...	lb.	— 4.75		Sulfate, Crystals	lb.	— 1.50
Motor Ether, 1 lb. cans.....	lb.	Crystals	lb.	— 5.75		Menthol, Crystals	lb.	4.75 — 4.80
Ether, U.S.P., Conc. bulk.....	lb.	Iron Citrate, U.S.P., VIII..	lb.	— .99		Mercury, flasks, 75 lb.....ea.		— 48.00
Washed, bulk	lb.	And Ammon. Citrate, U.S.P.lb.	— .84			Bisulfate	lb.	— .39
Nitrous, conc.	lb.	Green scales, U.S.P.....	lb.	— .84		Blue Mass	lb.	— .56
U.S.P., 1890, bulk.....	lb.	Cacodylate	9.00	— 10.00		Powdered	lb.	— .56
Anæsthesia, bulk	lb.	Chloride, cryst. (ferrie)...lb.	.12	— .18		Blue Oint., 30 p.c.....	lb.	— .75
Ethyl Acetate, pure.....gal.	.93 — 1.05	Hypophosphite	lb.	1.55 — 1.60		50 p.c.	lb.	— .75
85 p.c. Ester	gal.	Iodide	lb.	— 3.50		Citrine Ointment	lb.	— .48
Bromide	lb.	Syrup, U.S.P., 1900.....	lb.	— .30		Calomel, Amer.	lb.	.82 — .81
Chloride	lb.	Oxalate, scales	lb.	.80 — .85		Corrosive Sublimate, cryst..	lb.	.79 — .81
Ethyl Methyl Ketone	lb.	Ammonium, cryst.....	lb.	.45 — .55		Powdered Granular	lb.	.65 — .66
Eucalyptol, U.S.P., See Aromatic Chemicals		and Potassium	lb.	.47 — .57		Iodide, Green	lb.	3.11 — 3.12
Formaldehyde	lb.	and Sodium, cryst.....	lb.	.40 — .50		Red	lb.	2.21 — 2.22
Second Hands	lb.	Phosphate, U.S.P.....	lb.	— .89		Yellow	lb.	8.11 — 8.12
Gelatin, silver	1.30 — 1.35	Pyrophosphate, U.S.P.	lb.	— .94		Red Precipitate	lb.	1.06 — 1.07
Gold Label	lb.	Metallic, Reduced	lb.	— .65		Powdered	lb.	1.06 — 1.07
Glycerin	lb.	Lanolin, hydrous, cans U.S.P.	lb.	.12 — .15		White Precipitat.	lb.	1.06 — 1.07
C.P. drums, bbbs., extra...lb.	.15 — .15½	Anhydrous, cans	lb.	.16 — .17		Powdered	lb.	1.11 — 1.12
" "	lb.					With chalk	lb.	— 1.11
Dynamite, drums loose	lb.							
Saponification, loose	lb.							
Soap Lye, loose	lb.							

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Methyl Acetone, drums....gal.	.70 — .72	Potass. Carbonate, U.S.P....lb.	.12 — .14	Quinine Dicarboxylate.....oz.	2.00 — 3.00
Methyl salicylate, see Aromatic Chemicals		Caustic, U.S.P. (by alcohol) lb.	— .45	Ethyl Carbonate.....oz.	1.25 — 1.50
Methylene Blue, medicinal..lb.	4.00 — 4.25	U.S.P. purified.....lb.	— .30	Ferricyanide.....oz.	— 1.05
Milk, powdered.....lb.	.15 — .16	Chlorate, Imp., Powd.....lb.	.05½ — .06	Formate.....oz.	— 1.05
Mineral Oil, white.....gal.	.85 — 1.25	Chromate, cryst. yellow,		Glycerophosphate.....oz.	— 1.17
Morphine, Acet., 10-oz. in 5s.oz.	— 4.90	tech. 1-lb., c. b. 10.....lb.	— .42	Hydriodide.....oz.	— 1.05
Hydrobromide, 10-oz. in 5s.oz.	— 4.90	Citrate, bulk, U.S.P.....lb.	— .65	Hydrobromide.....oz.	— .96
Hydrochloride, 10-oz. in 5s.oz.	— 4.90	Glycerophosphate, 75 p.c.....oz.	1.85 — 1.90	Hydrochloride.....oz.	— .96
Sulfate, 10-oz. in 5s.....oz.	— 4.90	Guaiacol Sulfonate.....lb.	2.75 — 3.50	Japanese.....oz.	.85 — .90
Diacetyl, Alk., 10 oz., ¼s.....oz.	— 8.40	Hypophosphite, bulk.....lb.	— .85	Hydrochlor. & Urea.....oz.	— 1.05
Diacetyl Hydcl., 10 oz., ¼s.....oz.	— 7.60	Iodide, bulk.....lb.	— 2.60	Hypophosphite.....oz.	— 1.05
Ethyl Hydcl., 10 oz., ¼s.....oz.	— 8.95	Second Hands.....lb.	— 2.60	Lactate.....oz.	— 1.05
Opium cases, U.S.P.....lb.	— 5.50	Lactophosphate.....oz.	— .90	Phenolsulfonate.....oz.	— 1.08
Granular.....lb.	— 6.75	Nitrate, see Saltpetre		Phosphate.....oz.	— .96
Powdered, U.S.P.....lb.	— 6.75	Oxalate, Neutral.....lb.	.50 — .60	Salicylate.....oz.	— .96
Oxgal, pure, U.S.P.....lb.	1.50 — 1.55	Permanganate, U.S.P.....lb.	.15 — .16	Tannate.....oz.	— .70
Pancreatin.....lb.	1.60 — 1.70	Salicylate.....lb.	.75 — .85	Tartrate.....oz.	— 1.05
Papain.....lb.	2.35 — 2.50	Sulfate, C.P.....lb.	.35 — .38	Valerate.....oz.	— 1.75
Paraformaldehyde.....lb.	— .60	Tartrate.....lb.	— .65	Quinidine Alk., crystals, tinsoz.	— .96
Pepsin Powd., U.S.P.....lb.	— 2.50	Pumice Stone, lump.....lb.	.04 — .05	Sulfate, tin.....oz.	— .71
Petrolatum, light amber bbls..lb.	— .05¼	Powdered.....lb.	.03 — .04	Resorcinol, crystals, U.S.P..lb.	2.00 — 2.25
Cream White.....lb.	— .07	Pyridin.....gal.	— 1.75	Resale.....lb.	1.95 — 2.00
Lily White.....lb.	— .12½	Quinine Sulf., 100-oz. tins..oz.	— .70	Technical, See Intermediates	
Snow White.....lb.	— .13½	1-oz. tins.....oz.	— .78	Rochelle Salt, crystals.....lb.	— .23
Phenolphthalein.....lb.	1.40 — 1.50	*Imported, Japan.....oz.	.68 — .70	Imported, U.S.P.....lb.	.19 — .20
Phosphorus, yellow.....lb.	.26 — .30	Imported, Japanese.....oz.	.68 — .70	Rosewater, triple.....gal.	— 1.30
Pilocarpine, hydrochloride...oz.	5.50 — 6.00	Bisulfate, 100-oz. tins.....oz.	— .70	Saccharin, U.S.P.....lb.	— 2.25
Alkaloid, 15 gr. vial.....ea.	— .80	Alkaloid.....oz.	— 1.05	Resale.....lb.	2.05 — 2.10
Nitrate.....oz.	— 6.90	Acetate.....oz.	— 1.05	Sallein, bulk.....lb.	4.00 — 4.25
Piperazine Hydrate.....oz.	— .50	Arsenate.....oz.	— 1.05	Salol, U.S.P., bulk.....lb.	— .75
Plaster Paris, true dental..bbl.	4.35 — 4.60	Benzoate.....oz.	— 1.05	Saltetre, Double ref. bbls..lb.	.07¼ — .09¼
Cream White.....lb.	— 4.25	Citrate.....oz.	— 1.05	Santonin, cryst., U.S.P.....lb.	142.00 — 145.00
Podophyllin.....lb.	.37 — .38	Dihydrochloride.....oz.	— 1.05	Powdered.....lb.	143.00 — 146.50
Potassium acetate.....lb.	.08 — .10	Dihydrobromide.....oz.	— 1.05	Seidlitz Mixture, bbls.....lb.	— 1.84
Bicarbonate, U.S.P.....lb.	— .40			Silver Nitrate, 500 oz. lots..oz.	.45½ — .45¾
Bisulfate.....lb.	— .19			Nucleinate.....oz.	.30 — .36
Bromide Crystals, bulk.....lb.	— .19			Resale.....oz.	.25 — .28
Granulated.....lb.	— .14			Protinate.....oz.	— .34
Imported, U.S.P.....lb.	— .15			Colloidal.....oz.	— 1.60

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Soap, Castile, white pure....lb.	.18	— .20
*Conti'scase	—	—14.00
Powd., U.S.P., bbls.....lb.	.33	— .34
Green, U.S.P.lb.	.06½	— .07½
Sodium, Acetate, U.S.P., gran. lb.	.12	— .15
Benzoate, gran., U.S.P....lb.	.53	— .70
Blecarb., U.S.P., powd., bbls. lb.	.02½	— .02½
Bromide, U.S.P., bulk.....lb.	—	— .20
Imported, U.S.P. ....lb.	.16	— .17
Cacodylate .....lb.	3.50	— 4.05
Caustic, U.S.P., See Sod. Hydroxide		
Chlorate, U.S.P., 8th Rev.		
Crystals, c.b., 10.....lb.	.13	— .15
Granular, c.b., 10.....lb.	.16	— .18
Chloride, C. P. ....lb.	—	— .07½
Citrate, U.S.P., Cryst. VIII lb.	—	— .60
VIII .....lb.	—	— .60
Granular, U.S.P., gran. IX. lb.	—	— .75
Cyanide 96-98, see Heavy Chemicals		
Glycerophosphate, crystals. lb.	—	— 1.95
Hydroxide, U.S.P. ....lb.	—	— .18
Hypophosphite, U.S.P. ....lb.	—	— .75
Iodide, bulk .....lb.	—	— 3.30
Nitrate, U.S.P. ....lb.	.05	— .05¼
Oxalate, Neutral .....lb.	.45	— .55
Peroxide .....lb.	—	— .35
Phosphate, U.S.P., gran.....lb.	—	— .07
Recryst. ....lb.	—	— .13
Pyrophosphate .....lb.	—	— .14
Salicylate, U.S.P. ....lb.	.30	— .32
Resale .....lb.	—	— .28
Sulfate (Glauber's Salt) cwt.	1.65	— 1.75
Needle Crystals .....cwt.	—	— 2.25
Sulfocarbonate .....lb.	.25	— .27
Sparteine Sulfate .....lb.	.60	— .70
Strontium Brom. Cryst., blk. lb.	—	— .29
Carbonate, pure .....lb.	—	— .28
Iodide, bulk .....lb.	—	— 3.25
Nitrate, Kegs .....lb.	.07½	— .10
Salicylate, U.S.P. ....lb.	.70	— .75

Strychnine Alkd., cryst.....oz.	—	— 1.45
Alkaloid, Powd. ....oz.	—	— 1.35
Acetate .....oz.	—	— 1.60
Glycerophosphate .....oz.	—	— 1.70
Hydrobromide .....oz.	—	— 1.70
Hydrochloride .....oz.	—	— 1.60
Hypophosphite .....oz.	—	— 1.80
Nitrate .....oz.	—	— 1.60
Phosphate .....oz.	—	— 1.70
Sulfate, crystals, bulk.....oz.	—	— 1.15
Sugar of Milk, Powder.....lb.	.17½	— .18
Sulfonal, 100-oz. lots.....oz.	—	— .38
Sulfonethylnmethane, U.S.P....lb.	—	— 5.75
Sulfonmethane, U.S.P. ....lb.	—	— 4.75
Sulfur, roll, bbls.....100 lbs.	2.15	— 2.70
Flour, 100 p.c. pure.....100 lbs.	2.50	— 3.15
Flowers, 100 p.c. pure.....100 lbs.	3.00	— 3.65
Precip., U.S.P. ....lb.	.17½	— .21½
Lac Sulfur .....lb.	.08	— .10
Tartar Emetic, tech.....lb.	.34	— .37
U.S.P. ....lb.	.39	— .40
Talcum, Amer., bags.....100 lbs.	1.40	— 1.40
Purified .....100 lbs.	3.50	— 3.50
Theobromine Alkaloid .....lb.	5.75	— 6.00
Thymol, crystals, U.S.P.....lb.	4.90	— 5.00
Iodide, U.S.P., bulk.....lb.	7.75	— 8.00
Tin bichloride, see Heavy Chemicals		
Oxide, 500 lb. bbls.....lb.	—	— .40
Metallic, Crystals .....lb.	.27	— .28
Toluene, See Coal Tar Crudes		
Tribromphenol .....lb.	—	— .90
Trional .....oz.	—	— .47
Urea, Imp. Pharmaceutical. lb.	.40	— .45
Veratrine Sulfate .....oz.	—	— 2.50
Hydrochloride .....oz.	—	— 2.50
Witch Hazel, Ext., dble dist., bbl.	1.22	— 1.30
Yohimbin, Hydchl. ....oz.	—	— 12.50
Zinc Carbonate, U.S.P., precip. lb.	—	— .37
Chloride, U.S.P. ....lb.	.35	— .40
Nitratelb.	—	— .42
Iodide, bulklb.	—	— 3.75
Oxide, U.S.P., bbls.....lb.	—	— .17
Stearatelb.	—	— .24
Sulfate, U.S.P.lb.	—	— .08

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Acetic, 28 p.c., bbls.....100 lbs.	2.50	— 2.75
56 p.c., bbls.....100 lbs.	5.00	— 5.50
70 p.c., bbls.....100 lbs.	6.50	— 7.00
80 p.c., bbls., Com'l. 100 lbs.	7.80	— 8.64
80 p.c., bbls., pure. 100 lbs.	10.16	— 10.41
Glacial, bbls.....100 lbs.	10.00	— 11.25
Chlorosulfonic, 93-95 p.c.....lb.	.15	— .16
Hydrobromic com., 48 p.c.....lb.	.35	— .37
Pure, 40 p.c.....lb.	—	— .40
Hydrofluoric 30 p.c. bbls.....lb.	.07	— .07½
48 p.c. in carboys.....lb.	.12	— .13
52 p.c. in carboys.....lb.	.13	— .14
60 p.c. in carboys.....lb.	.16	— .17
White Acid .....lb.	.32	— .38
Hydrofluosilicic 35 p.c.....lb.	.10	— .12¼
Lactic, 22 p.c., dark.....lb.	.04½	— .06
22 p.c., light.....lb.	.05½	— .06
44 p.c., dark.....lb.	.09½	— .10
44 p.c., light.....lb.	.12½	— .13
66 p.c. ....lb.	—	— .16
80 p.c., Imported.....lb.	—	— .18
Mixed, Nitric .....unit	.08½	— .08¼
Sulfuric .....unit	—	— .01
Muriatic, 18 deg. cbys. 100 lbs.	1.20	— 1.75
20 deg. carboys.....100 lbs.	1.50	— 2.00
22 deg. carboys.....100 lbs.	1.90	— 2.25
Iron Free cbys., 18 deg. ....100 lbs.	1.50	— 1.75
20 deg. ....100 lbs.	1.75	— 1.90
22 deg. ....100 lbs.	2.00	— 2.25
Nitric, 36 deg. carboys.....lb.	.05¼	— .06
38 deg. carboys.....lb.	.05¼	— .06¼
40 deg. carboys.....lb.	.06¼	— .07
42 deg. carboys.....lb.	.06¼	— .07¼
Oxalic, bbls. ....lb.	.14½	— .15
Phosphoric, 50 p.c., tech.....lb.	.13	— .18
Syrupy, 65 p.c.....lb.	.20	— .22
Pyroligneous, Tech.gal.	.12	— .13½
Sulfuric, Tank carlots		
60 deg., f.o.b. wks.....ton	11.00	— 12.00
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60 p.c. oleum.....ton 65.00 —75.00	Oxidelb. .07 — .07½	Tartrate (verdigris sub- stitute)lb. — — .30
Sulfurous com. ....lb. .12 — .14	Sulfide, Crimson .....lb. — .60	Copperas, wks. ....100 lbs. .75 — 1.00
Tannic, Tech. ....lb. .65 — .80	Golden No. 1.....lb. — .35	Ferric Chloride, crys.....lb. .08½ — .09
Tungstic .....lb. 1.00 — 1.05	Vermillion .....lb. — .55	Liquid, 40 deg.....lb. .05 — .06
Acetone .....lb. .12½ — .13	Tartrolactate .....lb. — .47	Ferrous Chloride, crys.....lb. .08½ — .06½
Acetic Anhydride, 85 p.c.....lb. — .40	Arsenic, white .....lb. .06 — .06½	Sulfide .....100 lbs. 2.25 — 3.25
Acetyl Chloride, Redistilled.....lb. .45 — .50	Red .....lb. .11 — .12	Flake White .....lb. .09½ — .10½
Alum, ammonia, lump.....lb. .03¼ — .04	Barium, chloride .....ton 52.00 —75.00	Fluorspar, Powdered .....ton 30.00 —35.00
Imported .....lb. .03¼ — .04	Imported .....lb. — 50.00	Acid Grade, f.o.b. mines.....ton 22.50 —25.00
Ground .....lb. .04 — .04½	Binoxide .....lb. .21 — .22	Fuller's Earth, f.o.b. mines.....ton 16.00 —17.00
Powdered .....lb. .04½ — .04½	Carbonate .....ton 74.00 —85.00	Imported .....ton 35.00 —40.00
Chrome .....lb. .07½ — .10	Imported .....ton — 45.00	Fusel Oil, crude.....gal. — 1.50
Potash lump .....lb. .05¼ — .06	Nitrate .....lb. .09¼ — .10	Refined .....gal. — 3.25
Imported .....lb. .03¼ — .03¼	Imported .....lb. .07 — .08	Kieselguhr .....100 lbs. 1.75 — 2.00
Pow'd Shipment .....lb. .03 — .03¼	Barytes, floated, white.....ton 28.00 —29.00	Lead Acetate, white cryst.....lb. .12 — .12½
Powdered .....lb. .06 — .06½	Blanc Fixe, .....ton 70.00 —85.00	White Cakes .....lb. .11½ — .12
Ground .....lb. .06½ — .06½	Imported .....ton 40.00 —42.00	Granulated .....lb. .11¼ — .12¼
Chrome .....lb. .07 — .09	Bleaching Pd., f.o.b.wks.100 lbs. 2.25 — 2.50	Brown Cakes .....lb. .10½ — .11½
Soda, Ground .....100 lbs. 3.50 — 4.00	Export, F.A.S. ....100 lbs. — 2.50	Arsenate, powdered .....lb. .15 — .18
Aluminum chloride, carbonyls.....lb. .04 — .05	Second Hands, Spot.....100 lbs. — 2.50	Paste .....lb. .08 — .10
Anhydrous .....lb. .38 — .45	*Second Hands, wks.....100 lbs. — —	Nitrate .....lb. .07½ — .07½
Sulfate Iron free.....100 lbs. 2.50 — 3.00	Bromine, Purified wks.....lb. — .20	Oxide, Litharge, Amer. pd.....lb. .07½ — .08½
Commercial .....100 lbs. 1.85 — 2.40	Calcium Acetate .....lb. 1.75 — 2.00	Sulfate, basic white.....lb. .06½ — .07
Aluminum hydrate light.....lb. .20 — .22	Arsenate .....lb. .18 — .19	White, Basic Carb., Amer. dry .....lb. .06½ — .07½
Ammonia, Anhydrous .....lb. — .31	Carbide .....lb. .04½ — .05	Lithopone .....lb. .06 — .07
Ammonia Water, 26 deg.....lb. .07¼ — .09¼	Carbonate .....100 lbs. 1.15 — 1.75	Imported .....lb. .05 — .05½
20 deg. ....lb. .06¼ — .08¼	Chloride, solid, f.o.b.N.Y.ton — 28.75	Lime, hydrate .....lb. .01 — .01½
16 deg. ....lb. .05¼ — .07¼	Imported .....ton — 20.00	Acetate .....100 lbs. — 2.00
12 deg. ....lb. .05¼ — .07¼	Granulated, f.o.b. N.Y.ton — 35.75	Nitrate .....ton — 40.00
Ammonium Bifluoride .....lb. .28 — .30	Flaked, f.o.b. N.Y.ton — 35.75	Sulfur, Powd. ....lb. .10½ — .12
Imported .....lb. — —	Anhydrous .....lb. .14 — .15	Magnesium Sulfate, tech.100 lbs. 1.85 — 2.00
Carbonate, imp. ....lb. .08 — .09	Lactate .....lb. — .13½	Imported .....lb. 1.05 — 1.15
Lactate .....lb. — .17	Nitrate .....ton — 40.00	Carbonate, tech. ....lb. .06 — .08
Nitrate .....lb. .07¼ — .07¼	Chlorine, liquid .....lb. .08 — .15	Chloride, fused, f.o.b. N.Y.ton 36.00 —40.00
Persulfate, bulk .....lb. — .50	Carbon bisulfide, C.L. & less.....lb. .06½ — .07½	Imported, fused & gran.ton 32.00 —36.00
Sal Ammoniac, gray .....lb. .07 — .07¼	Carbon black .....lb. .12 — .20	Flaked, f.o.b., N. Y.....ton 38.00 —42.00
Imported .....lb. .06½ — .07	Carbon tetrachlor., C.L.& Less.....lb. .10½ — .12	Fluossilicate, 30% soln.100 lbs. 8.00 —40.00
Granulated, white .....lb. .07½ — .07¼	Cobalt Oxide .....lb. 2.00 — 2.25	
Imported .....lb. .07 — .07½	Copper Carbonate .....lb. .19 — .21	
Lump .....lb. .15 — .16	Cyanide .....lb. .60 — .63	
Sulfate, dbl. bags,f.a.s.100 lbs. 2.50 — 2.75	Subacetate (Verdigris)lb. .24 — .28	
*Dom., Bulk, wks.....100 lbs. 2.25 — 2.30		

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85-90 p.c.ton 60.00 — 70.00	Sulfateunit — — 1.00	Peroxidelb. .25 — .30
Sulfatelb. .20 — .32	Titanium Oxalatelb. — .55	Phosphate (tri) ref.lb. .06 — .07
Nickel oxide .....lb. .40 — .45	Shipment, imptd. ....lb. — .33	di-Sodium, U.S.P., gran. ....lb. .0712 — .0834
Salts, single .....lb. — — .14	Salt, tech. ....ton 12.00 — 15.00	Technical .....lb. .0494 — .0494
double .....lb. .11 — .12	Salt Cake, bulk. ....ton 17.00 — 20.00	Mono-Sodium, ref. ....lb. .25 — .34
Nitre Cake, bulk wks. ....ton 5.00 — 5.50	Saltpetre .....lb. .0734 — .0934	Prussiate, Yellow .....lb. .1424 — .1424
Orange Mineral .....lb. .11 — .13	Soda Ash, 58 p.c. light. 100 lbs. 1.85 — 2.00	Silicate, 60 deg. ....100 lbs. 3.124 — 3.50
Paris Green .....lb. .23 — .25	Basis, 48 p.c.wks.bgs. 100 lbs. 1.4714 — 1.50	40 deg. ....100 lbs. 1.10 — 2.00
Phosphorus red .....lb. — .50	Dense, 58 p.c. bags. 100 lbs. — — 2.25	Silicofluoride .....lb. .07 — .08
Imported .....lb. .30 — .35	Basis 48 p.c. wks.bgs. 100 lbs. 1.50 — 1.5214	Sulfate, Gl'b salt. ....100 lbs. 1.50 — 2.00
Yellow .....lb. — .35	Caustic, 76 p.c. ....100 lbs. 3.90 — 4.00	Sulfide, 60 p.c. ....lb. .05 — .0534
Imported .....lb. .27 — .30	Basis 60 p.c. ....100 lbs. 2.90 — 3.00	Imported .....lb. .0424 — .0424
Oxychloride .....lb. .45 — .50	Ground, 76 p.c. wks. 100 lbs. 4.00 — 4.25	30 p.c. crystals .....lb. .0334 — .0334
Sesquisulfide .....lb. — — .4214	Sodium Acetate .....lb. .04 — .0494	Sulfite, Crystals .....lb. .0312 — .04
Trichloride .....lb. .60 — .65	Aluminum Sulfate .....100 lbs. 3.50 — 4.00	Dessicated .....lb. .0034 — .1034
Plaster of Paris, tech. ....bbl. 4.25 — 4.50	Bicarbonate .....100 lbs. 2.25 — 2.40	Thiocyanate (Sulfocyanide) lb. .50 — .52
Potash Caustic, 88-92. ....lb. .08 — .10	Bichromate .....lb. — — .08	Strontium Nitrate .....lb. .18 — .20
Imported, c.i.f. ....lb. .0512 — .06	Bisulfate, bulk, wks. ....ton 5.00 — 5.50	Imported .....lb. .10 — .11
70-75 p.c. ....lb. — —	Bisulfite, Powd. ....lb. .0414 — .05	Carbonate .....lb. .26 — .26
Potassium Bichromate .....lb. .1014 — .11	Solution 32-40 deg. ....100 lbs. 1.35 — 2.00	Sulfur Chloride, red. ....lb. .05 — .06
Powered .....lb. .13 — .1314	Carbonate Sal. bbls. ....100 lbs. 1.70 — 2.00	Yellow .....lb. .0424 — .05
Binoxalate, tech. ....lb. .40 — .42	Chlorate .....lb. — — .0714	Sulfur Dioxide liq. cyl. ....ton 20.00 — 25.00
Carbonate, 80-85 p.c. ....lb. .0414 — .05	Imported .....lb. — — .0614	Flour Com'l, bbls. ....100 lbs. 1.45 — 2.00
Hydrated .....lb. — — .03	Chloride, tech. ....ton 12.00 — 15.00	Flowers, 100 p.c. ....100 lbs. 2.75 — 3.65
*85-90 p.c. ....lb. — —	Cyanide, 96-98 p.c. ....lb. .28 — .30	Sulfuryl Chloride .....lb. — — 1.00
90-95 p.c. ....lb. — —	73-76 p.c. ....lb. .25 — .26	Tartar Emetic, tech. ....lb. .34 — .36
96-98 p.c. ....lb. .0514 — .06	Imported 120% .....lb. .26 — .2614	Tin, bichloride 50 p.c. Sol'n. ....lb. .0934 — .10
Chlorate, cryst. ....lb. .12 — .13	*128 p.c. ....lb. .27 — .2714	Crystals .....lb. .27 — .2914
Powdered, American .....lb. .12 — .13	Fluoride .....lb. .10 — .12	Oxide .....lb. .38 — .40
Imported, pow. & crys. ....lb. .0514 — .06	Hyposulfite .....lb. — — .45	Tetrachloride .....lb. .1912 — .21
Swedish, Powd. ....lb. .0734 — .08	Hyposulfite, Crys. bbls. ....100 lbs. 3.50 — 3.75	Whiting .....100 lbs. 1.15 — 1.75
Muriate, basis 80 p.c. ....unit .70 — .75	Granulated .....100 lbs. 3.95 — 4.30	Zinc, carbonate .....lb. .16 — .18
Metabisulfite .....lb. .28 — .30	Tungstate, crys. ....lb. .80 — .85	Chloride, Fused .....lb. .08 — .0814
Perchlorate .....lb. .14 — .16	Dessicated .....lb. .70 — .75	Granulated .....lb. .1114 — .1114
Permanganate, Com'l .....lb. .15 — .22	Nitrate, crude .....100 lbs. 2.30 — 2.40	Imported fused & gran. ....lb. .0412 — .0534
U.S.P., See Fine Chemicals	Double refined, Gran. ....lb. .05 — .0514	Cyanide .....lb. .43 — .46
	*Nominal	Oxide, French .....lb. .11 — .1214
		American .....lb. .08 — .09
		Sulfate .....lb. .03 — .0314



Soda Ash 58%
Caustic Soda 76%
Modified Sodas
Special Alkali
Bicarbonate of Soda U. S. P.

Complete Factories at Painesville, Ohio.
Directly Served by Three
Trunk Line Railroads,

Manufactured by

Diamond Alkali Company
GENERAL OFFICES PITTSBURGH, PENNA

NITRATE POTASH

DOUBLE REFINED CRYSTALS
GRANULATED OR POWDERED



BATTELLE & RENWICK

Estb. 1840

Incp. 1902

80 Maiden Lane, New York, N. Y.

Coal-Tar Products

Crudes

Anthracene 80-85 p.c.	lb.	.75	- 1.00
40-45 p.c.	lb.	.12	- .18
Benzene, C. P.	gal.	.27	- .33
Resale, drums included.	gal.	—	—
90 p.c.	gal.	.25	- .31
Carbazol	lb.	.85	- 1.00
Cresylic Acid, 95 p.c. dark.	gal.	.65	- .70
Straw, 97-99 p.c.	gal.	.70	- .75
Cresol, U.S.P.	lb.	.17	- .20
Cresote oil	gal.	.30	- .32
Dip. oil	gal.	.31	- .36
Naphthalene, balls	lb.	.08 1/2	- .09 1/2
Flake	lb.	.07 1/2	- .08 1/2
Second Hands	lb.	.06 1/2	- .06 3/4
Phenol, Gov't Surplus	lb.	.12	- .17
Open Market	lb.	.10	- .12
Natural	lb.	.15	- .16
Pitch, various grades	ton	14.00	- 18.00
Solvent naphtha	gal.	.25	- .31
Tar Acid Oil, 25 p.c.	gal.	.26 1/4	- .29
50 p.c.	gal.	.38	- .41
Toluene, pure	gal.	.38	- .41
Xylene, 10 deg. dist. range.	gal.	.35	- .41
5 deg. dist. range.	gal.	.40	- .46
Nitration, 2 deg. range.	gal.	.45	- .51

Intermediates

Acid 1, 2, 4	lb.	—	- 1.00
Acid, Anthranilic	lb.	1.30	- 1.40
Technical	lb.	1.10	- 1.25
Acid Benzoic, tech.	lb.	.50	- .60
Acid Broenner's	lb.	1.55	- 1.70
Acid Chloroacetic, tech.	lb.	.40	- .45
Acid Cleves	lb.	1.52	- 1.55
Acid Gamma	lb.	2.25	- 2.70
Acid H	lb.	1.00	- 1.10
Acid Laurent's	lb.	.75	- .80
Acid Metanilic	lb.	1.60	- 1.65

Acid Monosulfonic F (delta)	lb.	2.40	- 2.50
Acid Naphthionic, Crude	lb.	.65	- .70
Refined	lb.	.70	- .74
Acid Neville & Winther's	lb.	1.40	- 1.50
Acid Phthalic	lb.	.35	- .40
Anhydride	lb.	.40	- .50
Acid Picramic	lb.	.75	- .80
Acid Pleric	lb.	.30	- .45
Acid Salicylic, tech.	lb.	.18	- .20
Acid Sulfanilic, tech.	lb.	.26	- .28
Acid Toblas	lb.	2.00	- 2.00
Acetanilide, tech.	lb.	.37	- .29
p-Aminoacetanilide	lb.	1.25	- 1.50
Aminoazobenzene	lb.	—	- 1.15
p-Aminophenol	lb.	1.40	- 1.65
Hydrochloride	lb.	1.50	- 1.75
o-Aminophenol	lb.	2.50	- 2.75
Aniline Oil, (drums extra)	lb.	.17	- .18
Aniline Salt	lb.	.26	- .28
p-Anisidine	lb.	3.00	- 3.05
Technical	lb.	1.65	- 1.70
Anthraquinone Subl.	lb.	1.50	- 1.75
25 p.c. paste	lb.	.90	- .95
Bayer's Salt	lb.	—	- 1.00
Benzaldehyde, Tech.	lb.	.45	- .50
Benzidine Base	lb.	.90	- .98
Sulfate	lb.	.75	- .80
Benzoyl chloride	lb.	—	- 1.25
Benzylchloride, redistilled	lb.	.30	- .32
Tech.	lb.	.30	- .22
Bromobenzene	lb.	.35	- .37
Chlorobenzene	lb.	.10	- .14
Chlorhydrin	lb.	—	- 2.50
Diaminophenol	lb.	5.50	- 5.60
Dianisidine	lb.	4.75	- 5.00
o-Dichlorobenzene	lb.	.15	- .17
p-Dichlorobenzene	lb.	.15	- .20
Dichlorobenzene, mixed	lb.	.06	- .07 1/2
Diethylamine	lb.	1.00	- 1.10
Dimethylaniline, drums ext.	lb.	.45	- .50
Dimethylsulfate	lb.	.90	- 1.00
Dinitrophenol	lb.	.45	- .50
Dinitrobenzene	lb.	.21	- .25
Dinitrochlorobenzene	lb.	.28	- .30
Dinitronaphthalene	lb.	.33	- .35
Dinitrotoluene	lb.	.25	- .27

Diphenylamine	lb.	.65	- .71
Diphenyloxide	lb.	—	- .90
Ethyl Bromide	lb.	—	- .40
Ethyl Chloride	lb.	.55	- .60
"G" Salt	lb.	.70	- .80
Hydrazobenzene	lb.	1.35	- 1.80
Methyl Chloride	lb.	—	- .80
Michler's Ketone	lb.	—	- 4.00
Monochlorobenzene	lb.	.10	- .12
Monoethylaniline	lb.	1.10	- 1.25
a-Naphthol, crude	lb.	1.00	- 1.15
Refined	lb.	1.10	- 1.25
b-Naphthol, distilled	lb.	.30	- .34
a-Naphthylamine	lb.	.30	- .32
b-Naphthylamine, tech.	lb.	—	- 1.05
Sublimed	lb.	1.70	- 1.75
m-Nitroaniline	lb.	.85	- .90
p-Nitroaniline	lb.	.77	- .82
p-Nitroacetanilide	lb.	.60	- .65
Nitrobenzene	lb.	.10	- .12
o-Nitrochlorobenzene	lb.	.35	- .40
p-Nitrochlorobenzene	lb.	.30	- .35
Nitronaphthalene	lb.	.30	- .32
p-Nitrophenol	lb.	.75	- .80
o-Nitrophenol	lb.	.75	- .80
m-Nitro-p-toluidine	lb.	2.60	- 2.75
p-Nitro-o-toluidine	lb.	3.65	- 4.00
p-Nitrosodimethylaniline	lb.	—	- .15
Nitrotoluene-s, Mixed	lb.	.15	- .17
o-Nitrotoluene	lb.	.15	- .20
p-Nitrotoluene	lb.	.80	- .85
p-Oxy-benzaldehyde	lb.	1.50	- 2.00
p-Phenetidin	lb.	1.35	- 1.50
p-Phenylenediamine	lb.	1.70	- 1.75
m-Phenylenediamine	lb.	1.15	- 1.30
Phenyl-a-Naphthylamine	lb.	—	- 2.25
Phosgene	lb.	—	- .75
Phthalic Anhydride	lb.	.40	- .50
"R" Salt	lb.	.60	- .65
Resorcinol Technical	lb.	1.50	- 1.55
Sodium o-Chloro-p-toluene sul-	lb.	—	- .30
fonate	lb.	.25	- .30
Metanilate	lb.	1.40	- 1.46
Naphthionate	lb.	.70	- .75
Picramate	lb.	.70	- .75
p-toluene sulfonate	lb.	.08	- .10

Phthalic Anhydride

A co-operative agreement was signed in 1917 between certain manufacturers and the Department of Agriculture for the purpose of developing the manufacture of Phthalic Anhydride under a new process originated in the Bureau of Chemistry, Department of Agriculture.

This process was patented and bears U. S. Patent No. 1,284,888. Phthalic Anhydride produced commercially under U. S. Patent No. 1,284,888 does not have a melting point of 130.0 degrees Centigrade.

Any person or persons producing, buying or using Phthalic Anhydride of this quality other than that which is produced by The Walker Chemical Company of Pittsburgh, Pa., are infringing on U. S. Patent No. 1,336,182 and lay themselves liable to suit for infringement.

DU PONT

DIPHENYLAMINE

IT IS comparatively easy to manufacture artificial dyestuffs of uniform excellence when the intermediates used conform to the highest commercial standards.

Consumers of Du Pont Diphenylamine never start their color manufacturing processes under a handicap because they use the highest grade of material produced.

E. I. DU PONT DE NEMOURS & CO., Inc.

Dyestuffs Department

WILMINGTON DELAWARE
8 Thomas St., New York

Coal-Tar Dyes

Schaeffer's Salt	lb.	.70	—	.75
Thiocarbanilide	lb.	.40	—	.45
p-Toluene Sulfonamide	lb.	.40	—	.45
p-Toluene Sulfonchloride	lb.	.15	—	.25
Toluidine	lb.	1.20	—	1.25
Sulfate	lb.	1.00	—	1.10
Toluidine, Mixed	lb.	.45	—	.50
o-Toluidine	lb.	.25	—	.27
m-Toluidine	lb.	1.25	—	1.28
m-Toluylenediamine	lb.	1.10	—	1.20
Triphenyl Phosphate	lb.	.75	—	.80
Xylidine	lb.	.45	—	.50

Coal-Tar Dyes

ACID COLORS:

Black	lb.	.80	—	1.10
Blue	lb.	1.00	—	3.60
Brown	lb.	.80	—	1.50
Fuchsin	lb.	1.50	—	2.50
Green	lb.	2.00	—	4.00
Orange II	lb.	.50	—	.65
Orange III	lb.	.80	—	.60
Red	lb.	.85	—	3.50
Scarlet	lb.	.85	—	1.25
Violet	lb.	1.60	—	6.80
Azo Yellow	lb.	—	—	2.00
Azo Yellow, green shade	lb.	3.50	—	4.50
Brilliant Delphine B.S.	lb.	3.50	—	4.50
Erythrosin	lb.	7.50	—	8.00
Fast Light Yellow, 2-G.	lb.	4.00	—	4.25
Fast Red, 6B extra, con't.	lb.	1.15	—	1.30
Indigotin, conc.	lb.	2.50	—	3.00
Indigotin, paste	lb.	1.50	—	1.60
Naphthol Green	lb.	1.50	—	1.60
Naphthylamine Red	lb.	6.75	—	7.25
Orange, R. G.	lb.	.60	—	1.00
Patent Blue, Swiss Type	lb.	4.00	—	6.00
Ponceau	lb.	1.00	—	1.15
Scarlet 2R	lb.	.65	—	.75
Tartarazin, Dom.	lb.	1.20	—	1.80
Uranine	lb.	8.00	—	10.00
Wool Green S.	lb.	2.00	—	5.00

DIRECT COLORS:

Black	lb.	.60	—	.75
Sky Blue, conc.	lb.	1.50	—	3.00
Sky Blue, 5BX.	lb.	—	—	2.00
Blue 2B	lb.	.60	—	.80
Brown R	lb.	.85	—	1.00
Brown G	lb.	1.25	—	1.70
Bordeaux	lb.	1.75	—	2.50
Fast Black	lb.	3.50	—	4.00
Fast Pink	lb.	2.35	—	2.50
Fast Red	lb.	1.50	—	2.25
Fast Yellow	lb.	2.00	—	3.50
Yellow	lb.	1.10	—	2.00
Violet con't	lb.	2.00	—	2.50
Benzopurpurin, 10 B.	lb.	1.25	—	1.40
Benzopurpurine, 4 B.	lb.	2.00	—	2.50
Chrysophenin, Dom.	lb.	.90	—	1.10
Congo Red 4B Type.	lb.	2.50	—	4.00
Diamine Sky Blue F. F.	lb.	8.75	—	9.25
Geranin	lb.	7.00	—	8.00
Oxamine Violet	lb.	—	—	8.00

OIL COLORS:

Black	lb.	.70	—	1.00
Blue	lb.	1.35	—	1.00
Orange	lb.	.95	—	1.00
Red III	lb.	1.65	—	2.00
Scarlet	lb.	1.00	—	1.75
Yellow	lb.	1.25	—	1.50
Nigrosine, Oil Sol.	lb.	.90	—	.95

SULFUR COLORS:

Black	lb.	.30	—	.25
Blue	lb.	.60	—	1.00
Brown	lb.	.35	—	.60
Green	lb.	1.00	—	1.75
Yellow	lb.	.75	—	1.00

CHROME COLORS:

Alizarin Blue, bright.	lb.	5.00	—	5.50
Alizarin, medium	lb.	4.50	—	5.00
Alizarin Brown, conc.	lb.	—	—	2.50
Alizarin Cyanine	lb.	10.00	—	12.00
Alizarin Orange	lb.	1.55	—	1.90

Alizarin Red, 20 p.c. Paste.	lb.	.60	—	1.00
Alizarin Yellow G.	lb.	.85	—	1.80
Alizarin Yellow R.	lb.	1.25	—	1.35
Chrome Black, Dom.	lb.	.65	—	1.00
Chrome Blue	lb.	.75	—	2.00
Chrome Brown	lb.	.80	—	1.00
Chrome Green, Dom.	lb.	1.50	—	3.00
Chrome Red	lb.	1.75	—	2.00
Chrome Yellow	lb.	.65	—	1.00
Gallocyanin	lb.	2.30	—	2.60

BASIC COLORS:

Alkali Blue, conc.	lb.	6.00	—	6.50
Auramine O	lb.	1.80	—	2.35
Auramine OO	lb.	3.00	—	3.50
Bismarck Brown R.	lb.	.70	—	.90
Bismarck Brown G.	lb.	1.00	—	1.25
Brilliant Green Crystals.	lb.	3.50	—	4.00
Chrysoldin R	lb.	.75	—	.90
Chrysoldin Y	lb.	.75	—	.85
Crystal Violet	lb.	5.00	—	6.00
Emerald Green, Crystals.	lb.	8.00	—	8.60
Indigo 20 p.c. paste.	lb.	.45	—	.50
Fuchsin Crystals, Dom.	lb.	3.00	—	3.40
Fuchsin Base	lb.	3.00	—	3.50
Malachite Green, Crystals.	lb.	2.25	—	2.50
Malachite Green, Powder.	lb.	2.00	—	2.25
Methylene Blue, tech.	lb.	1.50	—	2.00
Methyl Violet, 3B.	lb.	1.75	—	2.00
Methyl Violet, 6B.	lb.	2.85	—	5.00
Nigrosine, apts. sol.	lb.	—	—	.70
Nigrosine, water sol., blue.	lb.	—	—	.60
Phosphine G., Domestic.	lb.	2.50	—	3.50
Rhodamine B. ex. con't.	lb.	8.50	—	10.00
Safranin	lb.	2.75	—	3.25
Victoria Blue B.	lb.	2.75	—	3.75
Victoria Blue, base, Dom.	lb.	5.40	—	6.60
Victoria Blue, crys.	lb.	5.00	—	5.50
Victoria Green	lb.	2.50	—	5.00
Victoria Red	lb.	7.00	—	8.00
Victoria Yellow	lb.	7.00	—	8.00
Violamine R & B.	lb.	4.00	—	5.00

ESSEX DIRECT ORANGE 2RE

Medium Shade of Orange for Cotton
Fast to Light, Acid, Alkali, and Chlorine
Easily Soluble—Level Dyeing!

Useful for Union Work, as it leaves Animal Fibres practically clear.
Dyes Cotton in any stage of its manufacture, in any form of machine.



ESSEX ANILINE WORKS, Inc.

Manufacturer of Aniline Dyes

Office at 88 Broad Street, Boston, Mass.
Factory at South Middleton, Mass.

The Grasselli Chemical Co., Sole Agents
117 Hudson St., N.Y.C.



COAL TAR DISINFECTANTS

Any size container from 5 oz. bottle to tank cars
Phenol co-efficients 2.5-6-10-20

CRESOL U.S.P. 1X

COMPOUND SOLUTION CRESOL
U.S.P. 1X

CRESYLIC ACID 97/99% PALE

BAIRD & McGUIRE, Inc.
Holbrook, Mass. U. S. A.

P.O. Box 473

ANTHRAQUINONE

SUBLIMED SUBLIMED PASTE

Sanborn
Chemical Works
PUTNAM, CONN.

Dyestuffs

Natural Dyestuffs

Annatto, fine	lb.	.31	—	.32
Seed	lb.	.04	—	.05
Carmine No. 40.....	lb.	5.00	—	5.25
Cochineal	lb.	.45	—	.50
Gambler, see tanning.				
Indigo, Bengal	lb.	—	—	2.25
Oudes	lb.	1.90	—	2.00
Guatemala	lb.	1.75	—	1.85
Kurpahs	lb.	1.50	—	1.60
Madras	lb.	.85	—	.95
Madder, Dutch	lb.	.25	—	.37
Nutgalls, blue Aleppo.....	lb.	.14	—	.15
Chinese	lb.	.16	—	.17
Quercitron Bark, see tanning.				
Turmeric, Madras	lb.	.06½	—	.07½
Aleppy	lb.	.06¼	—	.07¼

Dyewoods

Barwood	lb.	.05½	—	.06¾
Camwood, chips	lb.	.12	—	.16
Fustic, sticks	ton	37.00	—	38.00
Chips	lb.	.04	—	.06
Hypernic, chips	lb.	.06½	—	.07
Logwood Sticks	ton	30.00	—	40.00
Chips	lb.	.03	—	.05
Quercitron Bark, see tanning.				
Red Saunders	lb.	.18	—	.20

Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double	lb.	.20	—	.33
Triple	lb.	.22	—	.34
Concentrated	lb.	.24	—	.27

Cutch, Mangrove, see Tanning				
Rangoon, boxes	lb.	.15	—	.18
Liquid	lb.	.10	—	.11
Tablet	lb.	.13	—	.14
Cudbear, French	lb.	—	—	—
English	lb.	.24	—	.26
Concentrated	lb.	—	—	—
Flavine	lb.	.90	—	1.35
Fustic, Solid	lb.	.18	—	.26
Crystals	lb.	.24	—	.26
Liquid, 51 deg.....	lb.	.11	—	.15
Gall	lb.	.23	—	.25
Hematin Extract 51 deg.....	lb.	.11½	—	.13½
Crystals	lb.	.20	—	.27
Hypernic, liquid, 51 deg.....	lb.	.20	—	.30
Logwood, solid	lb.	.15	—	.23
51 deg., Twaddle.....	lb.	.08	—	.13
Jaeger Orange, Extract 42 deg.....	lb.	.09	—	.16
Crystals	lb.	—	—	.20
Persian Berries	lb.	.40	—	.42
Quebracho, see tanning.				
Quercitron, 51 deg.....	lb.	.07½	—	.08½
Powdered, 100 p.c.....	lb.	.12	—	.16

Miscellaneous Dyestuffs

Albumen, Egg, edible.....	lb.	—	—	.75
*Technical	lb.	—	—	.65
Blood, imported	lb.	—	—	.50
Domestic	lb.	.40	—	.42
Prussian blue	lb.	.45	—	.50
Soluble	lb.	.45	—	.50
Spray yolk	lb.	.35	—	.45
Turkey Red Oil	lb.	.09	—	.11
Yolk Oil	lb.	—	—	.35
Zinc Dust, prime heavy.....	lb.	.09½	—	.11
100-lb. tins	lb.	—	—	.11
520-lb. casks	lb.	—	—	.10¼
Carload lots	lb.	—	—	.09½

Dextrins and Starches

British Gum	per 100 lbs.	2.75	—	3.00
Dextrin, Corn, white or yellow	per 100 lbs.	2.45	—	2.73
Potato white or canary.....	lb.	.08½	—	.00
Sago Flour	lb.	.04	—	.04¼
Starch, Powd. bags.....	100 lbs.	1.88	—	2.16
Pearl, bags	100 lbs.	1.78	—	2.06
Potato, Domestic	lb.	.05	—	.05¼
Imported, duty paid.....	lb.	—	—	.08
Taploca flour, high grade.....	lb.	.03¼	—	.04¼
Medium grade	lb.	.03¼	—	.03¼
Low grade	lb.	.02¼	—	.03

Tanning Woods

Algarobilla	ton	—	—	—
Olvi Divi	ton	42.00	—	45.00
Hemlock Bark	ton	16.00	—	18.00
Mangrove, African, 38 p.c.....	ton	—	—	35.00
Bark, S. A.	ton	—	—	—
Myrobalans, J1	ton	—	—	25.00
J2	ton	—	—	20.00
B1	ton	—	—	24.00
B2	ton	—	—	19.00
R2	ton	—	—	17.00
Oak Bark	ton	20.00	—	23.00
Ground	ton	—	—	25.00
Quercitron Bark rough.....	ton	—	—	10.00
Ground	ton	20.00	—	25.00
Sumac, Sicily, 28 p.c. ton.....	ton	63.00	—	64.00
Virginia, 25 p.c. tan.....	ton	60.00	—	65.00
Valonia Cups 28-33 p.c.....	ton	31.00	—	35.00
Beard, 40 p.c.....	ton	—	—	43.00
Wattle Bark	ton	—	—	40.00

THE CLEVELAND-CLIFFS IRON CO.

KIRBY BUILDING, CLEVELAND, O.

PRODUCERS OF

Wood Alcohol
Acetic Acid
Formaldehyde
Pure Acetone

Methyl Acetone
Sulphuric Acid
Sodium Acetate
Iron Liquor

DISTRIBUTING POINTS

Cleveland
New York
Cincinnati

Boston
Newark
Brooklyn

Marquette
Antrim
Chicago

Detroit
Minneapolis
Gladstone

Fixed Oils

Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.....lb.	.02	—	.07½
Powdered, 60 p.c.....lb.	.05¼	—	.06
Decolorized.....lb.	.09	—	.09½
Gambler, 25 p.c. tan liq.....lb.	.07½	—	.08½
Common.....lb.	.05¼	—	.06
Cubes, Singapore.....lb.	.08	—	.08½
Hemlock, 25 p.c. tan works.....lb.	.04½	—	.04¾
Larch, 25 p.c. tan.....lb.	.04¾	—	.04¾
Crystals, 50 p.c. tan.....lb.	.08	—	.08¾
Mangrove, 55 p.c. tan.....lb.	.04½	—	.05
Myrobalans, liq., 25 p.c.tan.....lb.	.05¼	—	.05½
Solid, 50 p.c. tan.....lb.	.09	—	.09½
Oak Bark, liquid, 23-25 p.c.tanlb.	.05	—	.05¼
Tanks.....lb.	.04½	—	.04¾
Quebracho, liquid, 35 p.c. tks.....lb.	.03½	—	.03¾
Barrels.....lb.	.04	—	.04½
35 p.c. tan, bleaching.....lb.	.04½	—	.05
Solid, 65 p.c. tan ordinary.....lb.	.04½	—	.04¾
Clarified.....lb.	.05	—	.05¼
Spruce, liquid, 25 p.c. tan, works, tanks.....lb.	.01½	—	.01¾
Powd., 50 p.c. tan.....lb.	.02	—	.02¼
Sumac, liquid.....lb.	.07½	—	.08

Animal and Fish Oils

(Carloads)			
Cod Newfoundland.....gal.	.42	—	.44
Tanks.....lb.	—	—	.41
Domestic, prime.....gal.	—	—	—
Degras American.....lb.	.03½	—	.03¾
English.....lb.	.03¾	—	.04
Neutral.....lb.	.08	—	.12

Herring.....gal.	.30	—	.32
Horse.....lb.	.05	—	.05¼
Lard prime.....gal.	—	—	.97
Off prime.....gal.	—	—	.87
No. 1.....gal.	—	—	.67
Extra, No. 1.....gal.	—	—	.72
No. 2.....gal.	—	—	.65
Menhaden, Light strained.....gal.	—	—	.41
Yellow, bleached.....gal.	—	—	.43
Extra, bleached, winter.....gal.	—	—	.45
Blown.....gal.	—	—	.52
Crude, f.o.b. works, bbls.....gal.	.33	—	.35
Tanks, wks.....gal.	—	—	.32
Neatsfoot, 20 deg.....gal.	—	—	1.25
30 deg., cold test.....gal.	—	—	1.00
Pure.....gal.	—	—	.92
Oleo Oil, No. 1.....lb.	—	—	.11½
No. 2.....lb.	—	—	.10½
*No. 3.....lb.	—	—	.09½
Red Distilled.....lb.	—	—	.07½
Saponified.....lb.	—	—	.07¾
Salmon, tanks, Coast.....gal.	—	—	.35
Sod.....gal.	.44	—	.46
Sperm bleached winter.....gal.	—	—	1.70
38 deg., cold test.....gal.	—	—	1.65
45 deg., cold test.....gal.	—	—	.09
Stearic Acid, single pressed.....lb.	.09	—	.09¼
Double pressed.....lb.	.09¼	—	.10
Triple pressed.....lb.	.10½	—	.11
Tallow acidless.....gal.	—	—	.82
Whale, natural winter.....gal.	—	—	.60
Bleached, winter.....gal.	.65	—	.67
Crude, No. 1 tanks, Coast.....lb.	.04¾	—	.04¾
No. 2.....lb.	.03¾	—	.04¾

Greases, Lards, Tallows

(New York Markets)			
Grease, Choice White.....lb.	.07¼	—	.07½
Yellow.....lb.	.04¾	—	.05
Brown.....lb.	—	—	.04½
House.....lb.	.04¾	—	.05
Bone Naphtha.....lb.	.04½	—	.04¾

Lard City, Steam.....lb.	.09½	—	.09¾
Compound.....lb.	.10¾	—	.10¾
Stearine, lard.....lb.	—	—	.12¾
Oleo.....lb.	.07½	—	.07¾
Tallow, edible.....lb.	.07½	—	.08
City, Special, loose.....lb.	.06	—	.06¾
(Chicago Markets)			
Tallow, edible.....lb.	.07	—	.07¾
City Fancy.....lb.	.06¾	—	.07
Prime Packers.....lb.	.06½	—	.06¾
Grease, Choice White.....lb.	.06½	—	.06¾
"B" White.....lb.	.05¾	—	.05¾
Yellow.....lb.	.04¾	—	.04¾
Brown.....lb.	.04¾	—	.04¾
Bone.....lb.	.03¾	—	.03¾
House.....lb.	.04¾	—	.04¾
Stearine, prime Oleo.....lb.	.07¾	—	.07¾
Lard.....lb.	.08½	—	.09

Vegetable Oils

Castor, No. 1 bbls.....lb.	—	—	.11½
Cases.....lb.	—	—	.12½
No. 3.....lb.	.10¾	—	.10¾
China Wood Oil, bbls.....lb.	.14½	—	.15
*Coast, bbls.....lb.	—	—	—
Orient to N. Y., bbls.....lb.	.12¾	—	.12¾
Coconut Dom., Ceylon, bbls.....lb.	.09¼	—	.09¼
*Tanks, Spot.....lb.	—	—	.08½
Cochin, bbls., Dom.....lb.	.10	—	.10¾
*Tanks.....lb.	—	—	.09¾
Manila, tanks, coast.....lb.	.07¾	—	.08
Edible.....lb.	.11	—	.11¼
Copra, c.i.f., N. Y.....lb.	—	—	.04¾
Corn, refined, bbls.....lb.	.10¾	—	.10¾
Crude Tanks Shipping pt.....lb.	.07¾	—	.08
Barrels.....lb.	.08¼	—	.08¼
Crude, bbls., N. Y.....lb.	.09	—	.09¾
Cottonseed, Crude, f.o.b. mills in buyers' tanks.....lb.	.06½	—	.07
Prime Summer, Yel. bbls.....lb.	.08	—	.09
*White.....lb.	—	—	.10¾
Winter, yellow.....lb.	.10¾	—	.10¾
*Nominal	—	—	—



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Sales Dept.: Chemical Products Division
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San Francisco, Cal.
Chronicle Bldg.

Naval Stores and Fertilizers

Linseed, raw car lots.....gal.	—	—	.67
10 barrel lots.....gal.	—	—	.70
Boiled, 5-bbl. lots.....gal.	—	—	.72
Double boiled.....gal.	—	—	.73
Raw tanks.....gal.	—	—	.62
English, Shipments, bbls.gal.	.59	—	.59½
Olive, denatured.....gal.	1.15	—	1.20
Edible.....gal.	1.60	—	2.00
Foots.....lb.	.08½	—	.08¾
Shipment.....lb.	.08	—	.08¼
Palm Lagos, casks.....lb.	.07¼	—	.07½
Bonny Old Calabar.....lb.	.06½	—	.06¾
Niger.....lb.	.06¼	—	.06½
Palm Kernel, domestic.....lb.	—	—	—
Imported.....lb.	.08¼	—	.08¾
Peanut Oil, refined.....lb.	.11	—	.11½
Crude, f.o.b. mills tanks.....lb.	.08	—	.08½
*Oriental, coast, tanks.....lb.	.08	—	.08¼
*Crude, Bbls., spot.....lb.	—	—	.09½
Perilla, coast tanks.....lb.	.07	—	.07¼
Bbls., N. Y.....lb.	.09½	—	.09¾
Poppy Seed.....gal.	2.50	—	3.00
Rapeseed, ref'd bbls.....gal.	.83	—	.85
Tanks Coast.....lb.	—	—	—
Blown, bbls., 8 lbs.....gal.	.95	—	1.00
Sesame, domestic, edible.....gal.	1.20	—	1.25
*Imported.....lb.	—	—	—
Soya Bean, tanks Coast, Dec.....lb.	—	—	.07½
New York, bbls., crude.....lb.	.09	—	.09¼
Edible.....lb.	.10½	—	.10¾
Walnut, Crude.....lb.	.10	—	.10½

OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas..	—	—	—
f.o.b. New Orleans.....	—	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	—	—37.00
Columbia.....	—	—	—
New Orleans.....ton	—	—	—
Corn Cake.....short ton	—	—	—
Meal Chicago.....short ton	—	—	—30.00
Linseed cake, dom.....short ton	42.00	—	—43.00
Linseed Meal.....short ton	—	—	—
*Nominal	—	—	—

Naval Stores

(Carloads ex-dock)

Spirits Turpentine, in bbls.gal.	—	—	.80
Wood Turpentine, steam dis-	—	—	—
tilled, bbls.....gal.	—	—	—
Dest active distilled, bbls.gal.	—	—	—
Pitch Prime.....bbl.	—	—	6.00
Rosins, B.....	—	—	5.55
D.....	—	—	5.55
E.....	—	—	5.55
F.....	—	—	5.60
G.....	—	—	5.60
H.....	—	—	5.70
I.....	—	—	6.25
K.....	—	—	6.60
M.....	—	—	6.90
N.....	—	—	7.25
WG.....	—	—	7.75
WW.....	—	—	—
Rosin Oil, first run.....gal.	.36	—	.37
Second run.....gal.	.38	—	.39
Tar, kiln-burnt.....bbl.	—	—	10.00
Retort.....bbl.	—	—	10.00

Fertilizer Materials

Ammon. Sulf. bulk.....100 lbs.	2.25	—	2.30
Double bgs., f.a.s., N.Y. 100 lbs.	2.60	—	2.75
Blood, dried, f.o.b. N.Y.....unit	—	—	3.50
Bone, 3 and 50, ground, raw, ton	30.00	—	32.00
Cyanamide wks.....unit	—	—	2.25
Fish Scrap, dom., dried, f.o.b.	—	—	—
works.....unit	3.25	&	.10
Nitrate Soda.....100 lbs.	2.25	—	2.40
Tankage, high-grade, f.o.b.	—	—	—
Chicago.....unit	3.00	&	.10
Ground, N. Y.....unit	3.00	&	.10

Phosphate Rock—F.o.b. Mines

Florida pebble, 68-72%.....ton	5.00	—	7.50
Tennessee, 78-80 p.c.....ton	8.00	—	9.00
Potassium muriate, 80 p.c.....unit	.75	—	.80
Sulfate.....unit	—	—	1.00
Steamed Bone Meal, N.Y.....ton	—	—	28.00

Metals

Aluminum 98-99% Virgin.....cwt.	17.00	—	18.00
98-99% Remelted.....cwt.	—	—	—
Antimony, Jap. & Chinese.....cwt.	4.55	—	4.75
Bismuth, (See Fine Chemical Prices)	—	—	—
Cadmium.....lb.	1.40	—	1.50
Cobalt.....lb.	—	—	3.00
Copper prime Lake.....cwt.	13.75	—	13.87½
Electrolytic.....cwt.	—	—	13.75
Casting.....cwt.	—	—	13.00
Graphite, crude, Amorphous.....ton	16.50	—	45.00
Flake.....lb.	.05	—	.07½
Iridium.....oz.	—	—	160.00
Lead, N. Y.....cwt.	4.70	—	4.80
Magnesium, 99 p.c.....lb.	—	—	1.65
Manganese ore.....unit	.22	—	.25
Mercury.....flask	—	—	47.00
Nickel Ingot.....cwt.	—	—	41.00
Shot.....cwt.	—	—	43.00
Electrolytic.....cwt.	—	—	45.00
Palladium.....oz.	51.00	—	65.00
Platinum, pure.....oz.	—	—	80.00
Silver.....oz.	—	—	.90¼
Foreign.....oz.	—	—	.66¼
Tin Straits.....cwt.	—	—	31.12½
Banca.....cwt.	—	—	—
American, pure.....cwt.	—	—	31.00
99 p.c. pure.....cwt.	—	—	31.00
Tungsten, ore per short ton unit	—	—	—
Wolframite, Chinese.....	2.00	—	2.50
Bolivian.....	2.50	—	3.00
Scheelite, Amer.....	—	—	—
Japanese.....	2.50	—	2.75
Zinc (Spelter) Shipment.....cwt.	—	—	—
Spot.....cwt.	—	—	4.80

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CHEMCO BRILLIANT BLUE A

similar to pre-war Patent Blue, can be dyed neutral, acid, chromate, chrome mordant and afterchromed.

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a brilliant Blue especially of value in the production of bright Blue shades fast to fulling.

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of general interest to both wool and silk dyers on account of its level dyeing properties in a Sulphuric Acid bath.

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a very bright Red of especial interest in the production of Brown and mode shades.

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the well known Fast Yellow which is very fast to light and a very level dyeing color.

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Crude Drugs

Crude Drugs					
MISCELLANEOUS				BALSAMS	
Agar Agar, No. 1.....lb.	— .70	Hops, N. Y., prime.....lb.	.25 — .30	Copalba, Para.....lb.	.25 — .37
No. 2.....lb.	.60 — .65	Pacific Coast, prime.....lb.	.25 — .30	South American.....lb.	.31 — .33
No. 3.....lb.	.45 — .48	Isinglass, American (see Agar Agar)		Fir, Canada.....gal.	12.00 — 13.00
Agaric, white.....lb.	— 1.35	Russian.....lb.	— 10.00	Oregon.....gal.	1.45 — 1.55
Almonds, bitter.....lb.	— .40	Kamala.....lb.	— 3.50	Peru.....lb.	— 1.50
Sweet.....lb.	— .35	Kola Nuts, West Indies.....lb.	.04 — .05	Tolu.....lb.	.30 — .35
Meal.....lb.	— .35	Leeches.....lb.	— 8.50		
Ambergris, black.....oz.	— 8.00	Lime Juice, clarified.....gal.	.60 — .75		
Grey.....oz.	— 25.00	Lupulin.....lb.	— 1.25		
Areca Nuts.....lb.	.08 — .08½	Lycopodium.....lb.	1.60 — 1.70		
Powdered.....lb.	— .12	Manna, large flake.....lb.	— .85		
Balm of Gilead Buds.....lb.	.60 — .65	Small flake.....lb.	.50 — .55		
Burgundy Pitch, Dom.....lb.	— .05	Moss, Iceland.....lb.	— .09		
Cantharides, Chinese.....lb.	.90 — .95	Irish, Bleached.....lb.	— .10		
Powdered.....lb.	1.05 — 1.10	Musk, pods., Cabardine.....oz.	16.00 — 17.00		
Russian, whole.....lb.	— 2.50	Tonquin.....oz.	18.00 — 20.00		
Powdered.....lb.	— 2.60	Grain, Cab.....oz.	25.00 — 27.00		
Cascara Amarga.....lb.	— .50	Tonquin.....oz.	33.00 — 35.00		
Castoreum.....lb.	4.00 — 4.25	Synthetic, See Aromatic Chemicals			
Charcoal Willow, powdered.....lb.	.06 — .06½	Nutgalls, Chinese.....lb.	.16 — .17		
Wood, powdered.....lb.	.04 — .04½	Aleppy.....lb.	.13 — .14		
Civet.....oz.	2.75 — 2.80	Nux Vomica, whole.....lb.	.10 — .11		
Cochineal, U.S.P.....lb.	.45 — .48	Powdered.....lb.	.15 — .16		
Colocynth, Apples.....lb.	.30 — .32	Quassia Chips.....lb.	— .09		
Pulp, U.S.P.....lb.	.30 — .32	Sandalwood, Chips.....lb.	— .35		
Spanish Apples.....lb.	.35 — .38	Ground.....lb.	— .40		
Cuttlefish Bone, Trieste.....lb.	.18 — .20	Scammony, resin.....lb.	— 1.25		
Jewelers, large.....lb.	— .75	Spermaceti, blocks.....lb.	.30 — .31		
Small.....lb.	— .75	Storax, liquid, tech.....lb.	— 1.25		
French.....lb.	.18 — .20	Gen., U.S.P.....lb.	— 1.30		
Dragon's Blood, Mass.....lb.	.30 — .45	Tamarinds, bbls.....lb.	.03½ — .04		
Reeds.....lb.	.70 — .72	Kegs.....per keg	— 3.00		
Ergot, Russian.....lb.	— .10	Tar, Barbadoes.....gal.	1.25 — 1.40		
Spanish.....lb.	1.07 — 1.10	Turpentine, Venice, True.....lb.	.60 — .65		
Grains of Paradise.....lb.	.13 — .14	Artificial.....lb.	.10 — .11		
Guarana.....lb.	— .80	Spirits, See Naval Stores			
Honey Calif.....lb.	— .11	*Nominal			

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Ammonium Phosphate

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Technical

U.S.P.

Crude Drugs

Orange Peel, bitter	fb.	.06	—	.07
Sweet	fb.	.05	—	.05½
Prickly Ash, Southern	fb.	.16	—	.17
Northern	fb.	.16	—	.17
Pomegranate of Root	fb.	.17	—	.18
of Fruit	fb.	.17	—	.18
Sassafras, ordinary	fb.	—	—	.15
Select	fb.	.25	—	.26
Simaruba	fb.	—	—	.15
Soap whole	fb.	—	—	.07
Cut	fb.	.10	—	.11
Crushed	fb.	.09	—	.10
Wahoo of Root	fb.	—	—	.60
of Tree	fb.	.25	—	.26
Willow, Black	fb.	—	—	.06
White	fb.	—	—	.15
White Pine Rosed	fb.	—	—	.06
White Poplar	fb.	—	—	.04
Wild Cherry—				
Thin Green Rosed	fb.	.16	—	.18
Thick Rosed	fb.	.10	—	.12
Thin Natural	fb.	.09	—	.10
Thick Natural	fb.	.06	—	.07
Witch Hazel	fb.	—	—	.08

BEANS

Calabar	fb.	.18	—	.20
Cassia Fistula	fb.	—	—	.10
Castor	fb.	.03	—	.03½
St. Ignatius	fb.	—	—	.22
St. John's Bread	fb.	.06	—	.09
Tonka, Angostura	fb.	—	—	1.25
Para	fb.	.80	—	.90
Surinam	fb.	.85	—	.90
Vanilla, Mexican, whole	fb.	6.00	—	6.50
Cuts	fb.	4.50	—	5.00
Bourbon	fb.	2.50	—	2.60
South American	fb.	4.00	—	4.25
Tahiti, Yellow Label	fb.	1.85	—	2.00
Green Label	fb.	1.85	—	2.00

BERRIES

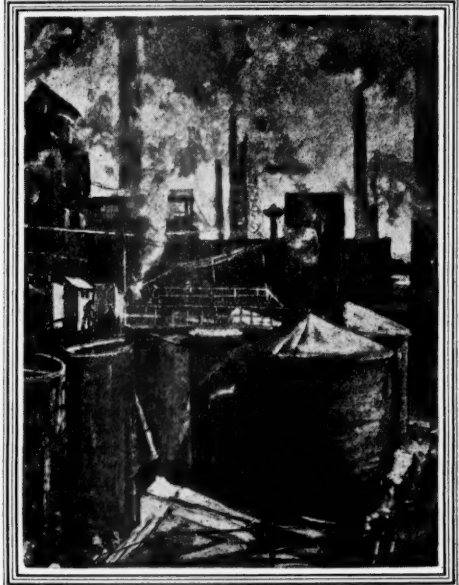
Cubeb, ordinary	fb.	.90	—	1.00
XX	fb.	1.00	—	1.10
Powdered	fb.	.90	—	1.00
Fish	fb.	.06½	—	.07
Horse, Nettle, dry	fb.	.35	—	.40
Juniper	fb.	—	—	.04
Laurel	fb.	—	—	.08
Poke	fb.	—	—	.18
Prickly Ash	fb.	.11	—	.12
Raspberries, dried	fb.	.35	—	.40
Saw Palmetto	fb.	.13	—	.14
Sloe	fb.	.14	—	.15

FLOWERS

Arnica	fb.	.11	—	.12
Borage	fb.	—	—	.28
Calendula Petals, Imp.	fb.	—	—	.50
Chamomile, Hungarian	fb.	.21	—	.24
Roman	fb.	—	—	—
Clover Tops	fb.	.10	—	.11
Dogwood	fb.	.15	—	.16
Elder	fb.	.25	—	.30
Insect, open whole	fb.	.25	—	.28
Closed whole	fb.	—	—	—
Powder, Pure	fb.	.36	—	.38
Flowers and stems, 50 p.c. fb.	fb.	—	—	.25
Kousso	fb.	—	—	1.25
Lavender	fb.	.27	—	.40
Linden, with Leaves	fb.	.12	—	.13
Without Leaves	fb.	.22	—	.23
Malva, blue	fb.	—	—	.38
Black	fb.	—	—	1.00
Mullein	fb.	—	—	.75
Orange	fb.	—	—	.50
Peony, red	fb.	—	—	.45
Poppy, red	fb.	—	—	.50
Saffron, American	fb.	—	—	1.25
Valencia	fb.	—	—	14.50
Violet	fb.	—	—	.70
Tilia (see Linden)				
*Nominal				

GUMS

Aloes, Barbados	fb.	—	—	.50
Cape	fb.	.08	—	.09
Curacao, cases	fb.	.06½	—	.07
Socotrine, whole	fb.	—	—	.40
Ammoniac, tears	fb.	—	—	1.60
Arabic, firsts	fb.	.26	—	.27
Seconds	fb.	.22	—	.23
Sorts Amber	fb.	.10	—	.10½
Powdered, U.S.P.	fb.	.19	—	.22
Asafetida, whole, U.S.P.	fb.	.30	—	.33
Powdered	fb.	.60	—	.65
Benzoin, Slam	fb.	—	—	1.50
Sumatra	fb.	.25	—	.27
Camphor, ref., See Fine chem. list				
Catechu	fb.	—	—	.10
Chicle	fb.	.75	—	.80
Damar	fb.	.20	—	.21
Euphorbium	fb.	—	—	.35
Powdered	fb.	—	—	.55
Galbanum	fb.	1.20	—	1.25
Gambier	fb.	.07	—	.07½
Gamboge	fb.	—	—	1.00
Guaiaac	fb.	.38	—	.40
Karaya, Powdered	fb.	.18	—	.22
Kino	fb.	—	—	.50
Mastic	fb.	—	—	.55
Myrrh, Select	fb.	.43	—	.44
Sorts	fb.	.40	—	.42
Olibanum, siftings	fb.	.10½	—	.11
Tears	fb.	.15	—	.20
Opium, See fine chem. list				
Sandarac	fb.	.27	—	.30
Scammony Resin	fb.	—	—	1.40
Senegal, poked	fb.	.16	—	.17
Spruce	fb.	—	—	1.00
Storax, Tech. cases, See Misc'l. Drugs				
Thus	fb.	.04½	—	.05
Tragacanth, Aleppo first	fb.	2.85	—	2.90
No. 2 to No. 6	fb.	1.00	—	3.00
Powdered	fb.	1.25	—	1.75
Turkish	fb.	1.00	—	2.20



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D. C.	lb.	— .82	Laurel	lb.	.08 1/4 — .04	Aconite, U.S. P.	lb.	.20 — .23
Fine Orange	lb.	— .75	Life Everlasting	lb.	— .06	Alettris (Unicorn true)....	lb.	.34 — .35
Second Orange	lb.	— .70	Liverwort	lb.	.28 — .30	Alkanet	lb.	— .14
T. N.	lb.	.66 — .68	Lobelia	lb.	.14 — .15	Althea, cut	lb.	.10 — .11
Ground reg.	lb.	— .70	Matico	lb.	— .20	Whole	lb.	.08 — .09
Regular bleached	lb.	— .75	Marjoram, German	lb.	— .21	Angelica American	lb.	— .19
Bone Dry	lb.	— .77	French	lb.	.12 1/4 — .14 1/4	Arnica	lb.	— .50
LEAVES AND HERBS			Motherwort Herb	lb.	— .14	Arrowroot, American	lb.	— .08
Aconite	lb.	.28 — .30	Pennyroyal	lb.	.08 — .12	Bermuda	lb.	— .04 1/2
Balmoney	lb.	.15 — .16	Peppermint, American	lb.	.14 — .20	St. Vincent	lb.	— .06
Belladonna	lb.	.14 — .15	Pichi	lb.	.10 — .11	Bamboo Brier	lb.	— .06
Boneset, leaves and tops....	lb.	.09 — .10	Prince's Pine	lb.	— .16	Bearsfoot	lb.	.06 — .06 1/2
Buchu, short	lb.	1.20 — 1.25	Plantain	lb.	— .15	Belladonna	lb.	.14 — .15
Long	lb.	— 1.10	Pulsatilla	lb.	— .60	Berberis Aquifolium	lb.	.18 — .20
Cannabis, true, imported....	lb.	— .20	Queen of the Meadow	lb.	— .07	Beth	lb.	.17 — .18
American, (no assay)....	lb.	— .30	Rose, pale and red.....	lb.	.25 — .48	Blood	lb.	.14 — .15
U.S.P.	lb.	— .30	Rosemary	lb.	.04 1/2 — .05	Blueflag	lb.	.32 — .33
Catnip	lb.	.10 — .15	Sage, Dalmatian	lb.	.05 — .06	Bryonia	lb.	— .13
Chestnut	lb.	— .06	Greek	lb.	.04 — .04 1/2	Burdock	lb.	.11 — .12
Chiretta	lb.	— .22	Spanish	lb.	.04 1/2 — .05	Calamus, bleached	lb.	— .35
Coca, Huanuco	lb.	— .50	Savory	lb.	.10 — .12	Unbleached, natural	lb.	— .12
Truxillo	lb.	— .08	Senna, Alexandria, whole..	lb.	.58 — .60	Cohosh, black	lb.	.08 — .09
Coltsfoot	lb.	.08 — .09	Half Leaf	lb.	.20 — .22	Blue	lb.	.08 — .10
Corn Silk	lb.	.06 — .06 1/2	Siftings	lb.	.10 — .11	Colchicum	lb.	.15 — .17
Damiana	lb.	.10 — .11	Powdered	lb.	.15 — .18	Colombo, whole	lb.	.02 — .04
Deer Tongue	lb.	— .09	Tinnevely, Jobbing	lb.	.14 — .16	Comfrey	lb.	.30 — .32
Digitalis	lb.	.10 — .12	Grinding	lb.	.06 — .09	Culver's	lb.	.15 — .16
Eucalyptus	lb.	— .06	Pods	lb.	.07 1/2 — .08	Cranesbill	lb.	— .14
Euphorbia Pilulifera	lb.	.11 — .12	Powdered	lb.	.08 — .10	Dandelion, Imported	lb.	.08 1/2 — .09
Grindelia Robusta	lb.	— .10	Sideritis, cut	lb.	— .22	Doggrass, U.S.P., cut.....	lb.	.12 — .14
Henbane	lb.	.22 — .24	Skullcap, Western	lb.	— .20	Echinacea	lb.	— .35
Henna	lb.	.18 — .20	Spearment, American	lb.	— .20	Elecampane	lb.	.12 — .13
Horehound	lb.	.09 — .10	Squaw Vine	lb.	.15 — .16	Galangal	lb.	.10 — .11
Jaborandi	lb.	.34 — .36	Stramonium	lb.	.14 — .15	Gelsemium	lb.	.14 — .15
			Tansy	lb.	.16 — .18	Gentian	lb.	.07 1/2 — .08
			Thyme Spanish	lb.	.06 1/2 — .07			
			French	lb.	.09 — .09 1/2			
			Uva Ursi	lb.	.04 — .04 1/2			
			Witch Hazel	lb.	— .10			
			Wormwood, imported	lb.	.15 — .16			
			Yerba Santa	lb.	.11 — .12			

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Powdered	lb.	3.95	—	4.00	Squill, white	lb.	.05	—	.06	Mustard, Bari, Brown	lb.	—	—	.10
Hellebore, Black, Imported	lb.	—	—	.35	Stillingia	lb.	.09	—	.10	Bombay, Brown	lb.	—	—	.06½
White	lb.	—	—	.15	Stone	lb.	—	—	.10	California, Brown	lb.	.05	—	.08½
Powdered	lb.	—	—	.16	Turmeric Madras	lb.	.06	—	.06½	Yellow	lb.	.06½	—	.07
Helonias (Unicorn false)	lb.	.48	—	.50	Aleppy	lb.	.06	—	.06½	Chinese, Yellow	lb.	.07	—	.08
Ipecac Cartagena	lb.	1.35	—	1.40	China	lb.	.06	—	.06½	English, Yellow	lb.	.05½	—	.06
Powdered	lb.	1.60	—	1.65	Unicorn false, See Helonias					Danish, Yellow	lb.	.08½	—	.06
Rio whole	lb.	1.35	—	1.40	True, See Aletris					Dutch, Yellow	lb.	.08	—	.05½
Powdered	lb.	1.60	—	1.65	Valerian, Belgian	lb.	.11	—	.12	Poppy, Dutch	lb.	.09½	—	.09½
Jalap, whole	lb.	.13	—	.16	Yellow Dock	lb.	—	—	.15	Turkish	lb.	—	—	.08½
Powdered, U.S.P.	lb.	.23	—	.25	Yellow Parilla	lb.	—	—	.30	Blue Indian	lb.	.04½	—	.05
Kava Kava	lb.	—	—	.17						White Indian	lb.	.07	—	.07½
Lady Slipper	lb.	—	—	.75						Quince	lb.	1.35	—	1.50
Licorice, *Russian, cut	lb.	—	—	—						Rape South Amer.	lb.	.04	—	.05
Spanish natural bales	lb.	.06	—	.07						Japanese, small	lb.	—	—	.08
Selected	lb.	.21	—	.28						Sabadilla	lb.	—	—	.11
Powdered	lb.	.12	—	.13						Stavesacre	lb.	—	—	.23
Lovage	lb.	.45	—	.50						Stramonium	lb.	—	—	.34
Manaca	lb.	—	—	.20						Strophanthus, Hispidus	lb.	—	—	—
Mandrake	lb.	.11	—	.12						Kombe	lb.	—	—	.35
Musk, Russian	lb.	1.50	—	1.75						Sunflower, domestic	lb.	.05	—	.05½
Orris, Florentine bold	lb.	.08½	—	.09						South American	lb.	.04	—	.05
Verona	lb.	.07	—	.08						Worm, American	lb.	.10	—	.12
Powdered	lb.	.08	—	.11						*Levant	lb.	—	—	1.30
Fingers	lb.	.85	—	1.00										
Pareira Brava	lb.	—	—	.23										
Peillitory	lb.	—	—	.08										
Pink true	lb.	—	—	.85										
Pleurisy	lb.	—	—	.19										
Poke	lb.	.07	—	.07½										
Rhatany	lb.	.10	—	.11										
Rhubarb	lb.	—	—	.45										
High Dried	lb.	—	—	.50										
Powdered	lb.	—	—	.48										
Sarsaparilla, Honduras	lb.	.45	—	.48										
Mexican	lb.	.40	—	.42										
Scammony Root	lb.	—	—	.06½										

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Mace, Siauw	lb.	.37	—	.38
Banda, No. 1	lb.	.35	—	.36
Batavia	lb.	.28	—	.30
Nutmegs, 110s	lb.	—	—	.17 1/4
75s-80s	lb.	.21	—	.22
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White	lb.	.13 1/4	—	.14
Peppers, Red, Mombasa ..	lb.	.31 1/2	—	.32
Cherries	lb.	.20	—	.21
Bombay	lb.	.18	—	.20
Japan	lb.	.38	—	.39
Pimento, Select	lb.	.04	—	.04 1/4

WAXES

Bayberry	lb.	.20	—	.22
Bees, white	lb.	.33	—	.35
Yellow, clean	lb.	.15 1/2	—	.17
Crude	lb.	.12 1/2	—	.13
Candelilla	lb.	.25	—	.27
Carnauba, Flor.	lb.	.55	—	.56
No. 1, North Country ..	lb.	.45	—	.46
No. 2, North Country ..	lb.	—	—	.26
No. 3, Fatty Gray	lb.	—	—	.15
No. 3, Chalky	lb.	—	—	.15
Ceresin Yellow	lb.	.07 1/2	—	.08
White	lb.	.08 1/4	—	.10
Japan	lb.	.20	—	.21
Montan, crude	lb.	—	—	.05
*Bleached	lb.	—	—	—
Ozokerite, brown	lb.	—	—	.20
Green	lb.	.22	—	.24
Refined, yellow	lb.	—	—	—
Paraffin, ref'd 128-130 deg.	m.p. lb.	.06	—	.07
Ref'd 118-120 deg.	lb.	.04 1/2	—	.05
Stearic Acid, See Animal Oils				
*Nominal				

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Sweet	lb.	.40	—	.45
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Rectified	lb.	1.40	—	1.50
Anise Technical	lb.	.57 1/2	—	.60
U. S. P.	lb.	.65	—	.70
Bank	gal.	2.25	—	2.35
Bay	lb.	5.00	—	5.25
Bergamot	lb.	—	—	3.00
Artificial	lb.	—	—	2.75
Birch Tar, Rect.	lb.	—	—	1.85
Crude	lb.	3.25	—	3.50
Bois de Rose	lb.	.65	—	.75
Cade	lb.	.65	—	.70
Cajuput, Native	lb.	.75	—	.80
U.S.P.	lb.	.09	—	.10
Camphor, by-product	lb.	.21	—	.22
Japanese white	lb.	3.00	—	3.25
Cananga, Native	lb.	4.00	—	4.25
Rectified	lb.	—	—	1.60
Caraway, Rectified	lb.	—	—	1.40
Crude	lb.	1.25	—	1.30
Cassia Technical	lb.	1.35	—	1.40
Lead, Free	lb.	1.60	—	1.70
Redistilled, U.S.P.	lb.	.80	—	.85
Cedar Leaf	lb.	.35	—	.38
Cedar Wood, light.	lb.	15.00	—	16.00
Cinnamon, Ceylon, heavy.	lb.	2.00	—	2.25
Leaf	lb.	.40	—	.42
Citronella, Ceylon	lb.	.75	—	.80
Java	lb.	2.35	—	2.40
Cloves, cans	lb.	2.45	—	2.50
Bottles	lb.	.60	—	.65
Copaiba, U.S.P.	lb.	9.00	—	9.50
Coriander, U.S.P.	lb.	1.10	—	1.20
Croton	lb.	6.50	—	6.75
Cubebs, U.S.P.	lb.	5.00	—	5.25
Cumin	lb.	—	—	4.50
Dill	lb.	—	—	—

Erigeron	lb.	1.75	—	2.00
Eucalyptus, Austrian, U.S.P.	lb.	.45	—	.50
Fennel, sweet, U.S.P.	lb.	1.70	—	1.80
Geranium, Rose Algerian ..	lb.	4.75	—	6.00
Bourbon (Reunion)	lb.	4.25	—	5.00
*Turkish	lb.	3.75	—	4.00
Ginger	lb.	—	—	6.75
Gingergrass	lb.	—	—	2.75
Hemlock	lb.	—	—	1.70
Juniper Berries, rect.	lb.	1.70	—	1.75
Wood	lb.	.50	—	.60
Lavender Flowers, U.S.P. ..	lb.	3.25	—	3.50
Spike Spanish	lb.	1.00	—	1.15
Lemon, U.S.P.	lb.	.67 1/2	—	.75
Lemongrass, Native	lb.	1.15	—	1.25
Limes, Expressed	lb.	3.00	—	3.25
Distilled	lb.	.55	—	.60
Linaloe	lb.	2.45	—	2.50
Mace, distilled	lb.	1.00	—	1.10
Mirbane, ref., see Aromatic Chemicals				
Mustard, natural	lb.	—	—	20.00
Artificial	lb.	—	—	3.25
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Petal	oz.	10.00	—	30.00
Artificial	lb.	—	—	3.25
Nutmeg, U.S.P.	lb.	1.00	—	1.10
Orange, bitter	lb.	1.80	—	2.35
Sweet, West Indian	lb.	2.00	—	2.25
Italian	lb.	3.00	—	3.10
Origanum, Imitation	lb.	.30	—	.33
Patchouli	lb.	10.00	—	11.00
Pennyroyal, domestic	lb.	—	—	1.75
Imported	lb.	1.20	—	1.30
Peppermint Natural, tins.	lb.	1.75	—	2.00
Redistilled, U.S.P.	lb.	2.00	—	2.15
Japanese	lb.	—	—	1.15
Petit Grain, So. America.	lb.	—	—	2.25
French	lb.	—	—	10.00
Pinus Sylvestris	lb.	—	—	1.75
Pumilo	lb.	—	—	4.50
Rose, French	oz.	—	—	10.00
Bulgarian	oz.	7.50	—	9.25
Artificial	oz.	2.50	—	2.75

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Tech.lb.	.42	— .45
Sandalwood, East Indian....lb.	7.00	— 7.25
West Indianlb.	4.00	— 4.25
Sassafras, naturallb.	1.00	— 1.10
Artificial ....lb.	.51	— .53
Savin ....lb.	—	— 5.00
Spearmint ....lb.	2.75	— 3.00
Spruce ....lb.	—	— .75
Tansy, Amer. ....lb.	7.50	— 7.75
Tar, bbls. ....gal.	.28	— .30
Refined, U.S.P., cans....gal.	—	— 1.00
Thyme, red, U.S.P. ....lb.	1.10	— 1.20
White, U.S.P. ....lb.	1.20	— 1.30
Vetivert, Bourbon ....lb.	5.00	— 5.50
Wine, heavy ....lb.	—	— 3.00
Wintergreen, sweet birch....lb.	2.25	— 2.50
Genuine Gaultheria ....lb.	4.50	— 5.00
Synthetic, U.S.P., bulk....lb.	—	— .40
Wormseed Baltimore ....lb.	3.75	— 4.00
Wormwood Dom. ....lb.	11.75	— 12.50
Ylang Ylang, Bourbon....lb.	12.00	— 15.00
Manila ....lb.	25.00	— 32.00
Artificial ....lb.	—	— 10.00

Oleoresins

Aspidium (Malefern) ....lb.	4.00	— 4.25
Capsicum ....lb.	3.00	— 3.25
Cubeb ....lb.	7.00	— 7.50
Ginger ....lb.	3.00	— 3.30
Malefern ....lb.	4.00	— 4.25
Mullein (so-called) ....lb.	—	— 5.00
*Orris, domestic ....lb.	—	— 20.00
Imported ....lb.	—	— 22.00
Pepper, black ....lb.	—	— 6.00
Vanilla ....lb.	8.75	— 10.00

Perfumers' Sundries

Ambergris, black ....oz.	—	— 8.00
Ambergris, gray ....oz.	—	— 25.00
Chalk, precipitated ....lb.	.02 1/2	— .03 1/2
Civet ....oz.	2.75	— 3.00
Lanolin hydrous ....lb.	.12	— .13
Lanolin anhydrous ....lb.	.16	— .17
Musk Cab., pods....oz.	16.00	— 17.00
Musk, Cab., grains....oz.	25.00	— 27.00
Musk, Tonquin, grains....oz.	33.00	— 35.00
Musk, Tonquin, pods....oz.	18.00	— 20.00
Orris Root, Florentine, wholelb.	.09	— .10
Verona ....lb.	.06	— .07
Powdered, Gran. ....lb.	.08	— .12
Rice Starch ....lb.	.15	— .16
Talc, Italianton	45.00	— 46.00
Talc, Frenchton	27.00	— 28.00
Talc, domesticton	18.00	— 20.00

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Natural Derivatives		
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Borneollb.	—	— 3.50
Citronellollb.	10.00	— 15.00
Citrallb.	3.75	— 4.00
Eucalyptollb.	.90	— .95
Eugenol ....lb.	3.25	— 3.50
Geraniol ....lb.	2.00	— 3.50
Iso-Eugenol ....lb.	5.00	— 5.50
Linalool ....lb.	6.50	— 7.00
Menthool ....lb.	4.75	— 4.85
Rhodinol ....lb.	15.00	— 18.00
Safrol ....lb.	.65	— .70

Synthetic Aromatics

Acetophenone, C.P. ....lb.	3.50	— 4.00
Amyl Butyrate ....lb.	—	— 2.50
Amyl Salicylate ....lb.	1.25	— 1.35
Anisic Aldehyde ....lb.	—	— 6.00
Benzaldehyde, U.S.P. ....lb.	1.25	— 1.40
Free From Chlorine....lb.	1.60	— 1.80
Benzyl Acetate ....lb.	1.25	— 1.50
Benzyl Alcohol ....lb.	1.25	— 1.75
Benzyl Benzoate ....lb.	1.40	— 1.50
Bromstyrol ....lb.	—	— 6.25
Cinnamic Acid ....lb.	—	— 3.00
Cinnamic Aldehyde ....lb.	—	— 4.50
Citronellal ....lb.	—	— 2.50
Coumarin ....lb.	—	— 3.75
Resale ....lb.	—	— 3.75
Diphenyl oxide ....lb.	.80	— .90
Ethyl Cinnamate ....lb.	4.75	— 5.00
Geranyl Acetate ....lb.	5.50	— 6.00
Heliotropin ....lb.	—	— 3.00
Indol, C. P. ....oz.	—	— 10.00
Linalyl Acetate ....lb.	9.50	— 10.00
Linalyl Benzoate ....lb.	—	— 17.00
Methyl Anthranilate ....lb.	4.50	— 4.75
Methyl Cinnamate ....lb.	—	— 6.00
Methyl Paracresol ....lb.	10.00	— 12.00
Methyl Salicylate ....lb.	—	— .40
Resale ....lb.	—	— .36
Mirbane, rect., drums extra....lb.	.13	— .13 1/2
Musk Ambrette ....lb.	19.00	— 20.00
Musk Ketone ....lb.	—	— 15.00
Musk Xylene ....lb.	2.50	— 3.00
Nerolin ....lb.	—	— 2.50
Phenylacetaldehyde ....lb.	9.00	— 11.00
Phenylacetic Acidlb.	4.00	— 4.25
Phenylethylalcohollb.	7.50	— 8.50
Terpineol, C. P.lb.	.45	— .60
Vanillinoz.	.60	— .65
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MANGANESE—22 csks., Hummel & Robinson Corporation, Bremerhaven
MEDICINE—10 cs., L. Cione, Naples
OIL—**Cod**, 192 csks., Cook & Swan Co., Halifax; 200 bbls., Bowring & Co., St. John; 320 csks., R. Babcock, St. John; 320 csks., Swan & Finch, St. John; 200 csks., Bridgetts & Co., St. John; 500 csks., Nat. Oil Products Co., St. John; **Codliver**, 15 bbls., T. Nevlin, London; 50 bbls., Interped, Inc., Hamburg; 15 bbls., Nickels Rowland Co., Copenhagen; 50 bbls., T. Nevlin, Norway; 427 bbls., Order, Norway; 200 bbls., Cook & Swan, Bergen; 150 bbls., Kachurin Drug Co., Bergen; 25 bbls., E. R. Squibb & Son, Bergen; 125 bbls., Order, Bergen; **Cotton**, 7 bbls., W. K. John & Co., Havana; **Linseed**, 1,923 bbls., American Linseed Co., Rotterdam; 144 bbls., W. Van Doorn, Rotterdam; **Mineral**, **White**, 49 drs., Order, London; **Nut**, 148 bbls., Equitable Trust Co., Hamburg; 49 bbls., Orger, Hamburg; **Olive**, 15 bbls., General Transport Co., Naples; 4 bbls., Hudson Trading & Shipping Co., Naples; 2 bbls., A. Contoldi, Naples; 45 drs., C. H. Arnold & Co., Bordeaux; 97 drs., Schreder & Ruckgaber, Barcelona; 100 cs., Schreder Bros., Barcelona; 275 bbls., Columbia Trust Co., Barcelona; 700 cs., 50 bbls., Irving National Bank, Malaga; 50 bbls., A. E. Rittwagen, Malaga; 60 bbls., Order, Malaga; 50 bbls., A. Gash, Malaga; 1 bbl., Ginnaro Curcio, Naples; 2 cs., Hudson Forwarding & Shipping Co., Naples; 13 cs., Arcanigels Russomello, Naples; 200 cs., East River National Bank, Naples; 250 cs., Musa Bros., Inc., Genoa; 125 cs., J. Solari & Co., Genoa; 500 cs., East River National Bank, Genoa; 100 cs., G. Pollio, Genoa; 100 cs., Oceano Shop Co., Genoa; 54 cs., 125 cs., Order, Genoa; 30 pkgs., Lehn & Fink, Marseilles; 600 cs., J. P. Smith & Co., Marseilles; 6 cs., G. Tortier, Marseilles; 200 cs., Great Atlantic & Pacific Tea Co., Marseilles; 75 cs., Order, Marseilles; 50 cs., Fourth St. National Bank, Marseilles; 16 cs., S. Montapert, Naples; 8 pkgs., Hudson Forwarding & Shipping Co., Naples; 19 cs., M. D'Alterio, Naples; 25 cs., R. Anzano, Naples; 34 bbls., Columbia Exchange Bank, Naples; 14 bbls., Order, Marseilles; 2 bbls., Order, Piraeus; 100 bbls., Order, Malaga; 250 bbls., W. Schall & Co., Malaga; 100 bbls., Chatham & Phenix National Bank, Malaga; 99 pkgs., Order, Palermo; 25 bbls., D. Alonge, Catania; 75 bbls., J. Garneau Co., Genoa; 25 bbls., Gisafelth Bros., Genoa; 50 cs., Von Bremen Asche & Co., Genoa; 50 cs., A. Russo & Co., Genoa; 5 bbls., Hudson Forwarding & Shipping Co., Genoa; 20 cs., A. Danto, Genoa; 60 bbls., M. Yglesias, Barcelona; 100 bbls., Brown Bros. & Co., Sevilla; 200 bbls., Mechanics & Metals National Bank, Sevilla; 200 bbls., Bankers Trust Co., Sevilla; 100 bbls., Atlantic National Bank, Sevilla; 50 bbls., Atlantic National Bank, Sevilla; 1,500 cs., Equitable Trust Co., Sevilla; 100 cs., J. O. Adanios, Sevilla; 4 bbls., J. E. Riordan, Sevilla; 100 cs., G. F. Martinez, Sevilla; 300 cs., Fort Dearborn National Bank, Sevilla; 200 cs., 100 bbls., Anglo South American Bank, Sevilla; 500 bbls., National City Bank, Sevilla; 100 bbls., Irving National Bank, Sevilla; 50 bbls., National Park Bank, Sevilla; **Sulfur**, 200 bbls., Mechanics & Metals National Bank, Marseilles; 250 bbls., Order, Palermo; 30 bbls., Order, Catania; 100 bbls., Bank of the Manhattan Co., Sevilla; 200 bbls., Fourth Street National

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SHELLAC—100 chests, 200 bgs., Mitsui & Co., London; 25 chests, Kashier Chatfield Shellac Co., Hamburg; 1,525 bgs., Rogers Pyatt Shellac Co., London; 100 bgs., Rogers Pyatt Shellac Co., London; 100 bgs., Order, London; 100 bgs., Rogers Pyatt Shellac Co., London; 100 cs., Brown Bros. & Co., Calcutta; 1,350 bgs., Order, Calcutta.

SILVER SULFIDE—29 cs., Nash, Watjen & bangs, Iquique.

SOAP—170 cs., Mail S. S. Co., Barcelona; 2 cs., Atlantic Forwarding Co., Hamburg; 4 cs., N. Monticelli, Genoa; 801 cs., American Express Co., Marseilles.

SODIUM SALTS—Acetate, 830 csks., Murphy, Bordeaux; **Ash**, 99 bls., Netherland Chemical Co., Rotterdam; 891 bls., Globe Shipping Co., Rotterdam; **Bromide**, 20 csks., Morgenstern & Co., Hamburg; 30 cs., Order, Hamburg; **Cyanide**, 200 cs., National City Bank, Rotterdam; 150 cs., E. I. du Pont de Nemours & Co., Rotterdam; 500 cs., Roessler & Hasslacher Chemical Co., Rotterdam; 200 csks., 3 cs., Hardy & Rupert Co., Marseilles; **Fluoride**, 144 bls., Chemical National Bank, Hamburg; **Metallic**, 333 cs., E. I. du Pont de Nemours & Co., Bergen; **Phosphate**, 1,500 bgs., Order, Antwerp; 60 csks., A. Klipstein & Co., Rotterdam; **Prussiate**, 16 csks., Order, Rotterdam; 17 csks., Order, Antwerp; 76 csks., Order, London; 39 csks., Order, Liverpool; 57 csks., Irving National Bank, London; 76 csks., Order, London; 26 csks., Meteor Products Co., Rotterdam; 20 csks., Meteor Products Co., Hamburg; **Sulfide**, 60 drs., Order, Hamburg; 47 drs., H. J. Baker & Bro., Rotterdam; **Hydro sulfide**, 340 csks., Order, Rotterdam.

SPICES—Cassia, 100 pkgs., Daarnhower & Co., Rotterdam; 1,000 bls., International Banking Corporation, Hongkong; 250 bls., Equitable Trust Co., Canton; **Cloves**, 720 bls., Fownes, Willey & Co., Naples; 25 bls., Daarnhower & Co., Hamburg; 68 bls., Order, Marseilles; **Ginger**, 15 cs., Neumann & Schweirs Co., Rotterdam; 11 cs., F. Lugtigheid, Rotterdam; 24 bgs., J. L. Hopkins & Co., London; 126 bgs., Order, London; 125 bgs., Order, London; 86 bgs., Order, London; **Mace**, 17 cs., Daarnhower & Co., Rotterdam; 24 cs., Daarnhower & Co., Rotterdam; **Mustard**, 10 hordens, Seeman Bros., Bordeaux; 100 cs., J. B. Smith & Co., London; **Nutmegs**, 92 pkgs., 138 cs., Catz American Co., Rotterdam; 288 cs., 9 bls., E. Miltenberg, Inc., Rotterdam; 2 cs., National City Bank, Para.

SPONGES—85 bls., J. H. Rhodes & Co., Havana; 89 bls., New York & Cuba Mail S. S. Co., Havana.

SULFUR—1 cse., Suzuki & Co., Kobe.

SUMAC—100 bls., Order, Palermo; 280 bgs.,

A. Klipstein & Co., Palermo; 400 bls., Order, Palermo.

TALC—100 bgs., Van Oppen & Co., Bordeaux.

TAPIOCA—6 cs., F. Lugtigheid, Rotterdam; **Flour**, 5,832 bgs., Stein, Hall & Co., Rotterdam.

TARTAR—91 csks., Tartar Chemical Works, Marseilles; 123 csks., 109 csks., C. Pfizer & Co., Marseilles; 54 bgs., Tartar Chemical Works, Naples; **Cream**, 100 csks., W. Neuberger, Rotterdam; 30 csks., Equitable Trust Co., Rotterdam; 200 bls., Order, Hamburg; 39 csks., Tartar Chemical Works, Naples.

TEA WASTE—200 bgs., Maywood Chemical Works, Calcutta.

TERPINEOL—2 drs., Suzuki & Co., Kobe.

THYMOL—4 cs., Order, Hamburg.

VERMOUTH—1,000 cs., J. Wile & Sons Co., Marseilles.

WAX—11 bls., Order, Lisbon; 59 cs., Order, Hamburg; **Bees**, 10 cs., 10 bgs., Knauth, Nachod & Kuhne, Rotterdam; 36 cs., Knauth, Nachod & Kuhne, Rotterdam; 75 bgs., Order, Havana; 6 csks., South American Shipping, Santos; 40 cs., Bernham Chemical & Metal Corporation, Hamburg; 447 pkgs., Irving National Bank, Lisbon; **Carnauba**, 250 bgs., J. H. Rosbach & Bros., Para; 23 bgs., London & Brazil Bank, Para; **Mineral**, 25 bgs., Order, London; **Montan**, 150 bgs., H. Hollesen, Hamburg; **Vegetable**, 100 cs., Equitable Trust Co., Kobe; 100 cs., Irving National Bank, Kobe.

WHISKEY—300 cs., W. A. Taylor & Co., Glasgow.

WHITING—1,500 bgs., Order, Antwerp.

WINE, MEDICINAL—398 cs., Hartman, Goldsmith & Co., 1 cse., C. A. Del Solar, Bordeaux; 390 cs., E. La Montague Sons, Bordeaux; 150 csks., J. Garneau & Co., Malaga; 27 csks., Father Paschases, Malaga; 260 bls., E. Fucini & Co., Genoa; 961 pkgs., J. Wile & Sons, Genoa; 1,100 cs., J. Wile & Sons & Co., Hamburg; 65 pipes, J. Wile Sons & Co., Lisbon; 50 pipes, Coleman C. Winckles, Tarragona; **Lees**, 48 csks., Order, Lisbon.

ZINC OXIDE—50 bbls., Reichard Coulston, Inc., Marseilles; 250 bbls., Mechanics & Metals Bank, Marseilles; 5 bbls., Philipp Bros., Inc., Antwerp; 70 bbls., Philipp Bros., Inc., Antwerp; 34 bbls., Mfrs. Trust Co., Liverpool; 10 bbls., Caribbean S. S. Co., Antwerp.

QUININE IN DEMAND IN TOKYO

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokyo, Japan, Nov. 5.—The drug market is still sluggish. Big consumers are adhering to a policy of watchful waiting. Some activity is apparent, however, in antifebrine, glycerine, iodine and its preparations. Big consumers are still dubious about the future, and are shy about buying, but small consumers are in the market to cover their needs.

Among the antifebrines, quinine is in most demand. Quinine hydrochloride is especially wanted at present and its price is up to Yen 1.85 an ounce. Quinine sulfate, which was offered at Yen 1.65 an ounce until recently, is now Yen 1.75 an ounce. Aspirin and antifebrin are also on the upgrade, especially aspirin; it is now Yen 2.15 a pound, and the supply is said to be limited.

Glycerin is showing signs of activity at present. Holders are chary of sale on the grounds that the visible supply is short. Consumers find it difficult to cover seasonal needs, and they are willing to pay the holders' price, which stands round 50 sen a pound.

Iodine's strength lies in potassium iodide. The visible stock having been absorbed for export, buyers are unable to cover their needs freely and higher prices are paid. Potassium iodide is quoted at Yen 5.60 to Yen 5.80 a pound now, but it is generally believed that it soon will be Yen 6.

The Federal Trade Commission has issued an order to cease and desist against Baeder-Adamson Co., glue manufacturers of Boston. The order is directed against the giving or offering of gratuities, such as money and so-called commissions to employees of its customers.

CHINA BUILDING CHEMICAL PLANTS

China and other countries of the Orient are developing chemical industries as a result of the movement stated by the World War. Although according to William Henry Adolph, of Shantung University, China, writing in the current number of the "Journal of Industrial and Engineering Chemistry," America is much admired by the Chinese industrialists, the United States has not risen to the commercial opportunities offered.

"America," Mr. Adolph continues, "may well take a lesson from Germany's methods in stimulating chemical industry in Shantung. Her expert studied the industrial needs of the province, designed machinery and plant of a type which was not used in Germany but which was needed in China. Our American houses too often have sent their catalogs and given up in despair when an order was not received by return mail. But the Germans cultivated the market, then patiently waited, taught, established industrial schools, were patient again, and build themselves into the good graces of the people."

The Dosch Chemical Co., organized in Delaware with capital of \$2,500,000, has purchased the property of the Bernheim Distilling Co., Louisville, Ky., and will establish one of the largest insecticide and spraying plants in the country. It will have a floor area of 25 acres including four departments—manufacturing, research, public service and advertising. About \$250,000 will be spent in new equipment.

Idle freight cars on Nov. 23, the last report issued by the American Railway Association, totaled 385,973, an increase of 61,287 over the total on Nov. 15.

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